NATIONAL
# PETROLEUM NEWS

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NATIONAL
PETROLEUM NEWS
The National Oil Weekly

VOL. X CLEVELAND, OHIO, SEPTEMBER 18, 1918 No. 38

# Gasoline Situation Becoming More Critical

By Special Correspondent.
WASHINGTON, Sept. 16.

MORE and more astounding facts concerning the gasoline situation and the efforts of official Washington to handle it keep coming to the surface.

They indicate the situation is much more serious than was first believed, and give ample justification for the gasolineless Sundays, and indicate that more drastic means will probably be necessary to conserve this particular form of petroleum product.

It is generally known to many individuals in the industry that several tankers are now lying at a certain port waiting for gasoline shipments to arrive, the storage available for export usually maintained there being exhausted.

The situation is deemed serious enough by the oil men in the oil division of the fuel administration that they wished to warn the automobile trade against making too elaborate preparations to substitute the used car business for selling new cars when the manufacturer of the latter is stopped Jan. 1st, wishing to warn dealers against tying up their capital in a venture the oil men do not believe has a reasonable chance of success in view of the restrictions that may be placed in the use of gasoline for non-essential purposes.

The situation in a nutshell, according to figures presented to the Senate by Dr. Garfield, is that, for all of this year, we are using 3,000 barrels a day more of gasoline than we are making; for April, May and June the daily deficit mounted to 20,000 barrels; for July it was 44,000 barrels daily, and for August, the peak of consumption, it was 65,000 barrels. Of course domestic consumption in largely non-essential uses, the big factor in spite of all the talk about what the armies abroad are using, begins to ease off now and will decline the rest of the year. It still leaves the outstanding fact, however, that we are using 1,000,000 more barrels of gasoline this year than we manufactured. It is surely worth more than a passing thought as to what we will do next season when our military demands will be much larger and our refining capacity, by the War Industries Board's order, will not be increased and we may have difficulty securing crude to operate the refining plants to the extent they have been running this season.

### No Warning Issued

The education division of the fuel administration, as Dr. Garfield's publicity bureau is known, has seen fit to issue no such warning as the oil men suggested, however; adding a little to the feeling of friction that exists between the oil division and the rest of the fuel administration. The fuel administration generally, it is felt, fails to appreciate the seriousness of the oil situation. There may have been no disagreements, nor misunderstandings nor misapprehensions, but there is a feeling in the air that everything is not exactly as it should be in their relations.

On top of all these facts coming to light regarding a serious shortage of gasoline there appeared in practically every newspaper in the country about a week ago the statement attributed to Dr. Garfield that gasoline prices to the consumer were to be reduced, presumably they were too high. At any rate could anything be done that would increase consumption more than to reduce the price?

This apparent anomaly has been partly straightened out in the minds of just a few men in the oil industry by the statement to them from Dr. Garfield that what he had referred to was a reduction in prices at certain points, probably Atlantic coast territory, where figures on refining and marketing costs now being prepared for the fuel administration would probably show a proportionately greater margin of profit than existed generally.

As a matter of fact a statement putting this forth in extremely general language was handed to the newspaper men by Dr. Garfield's educational division the day following the circulation of the report prices were to be reduced, which was taken by every community practically to mean their own market was to be reduced. This statement, however, was in the nature of an anti-climax and was carried in only a few papers as compared with those that had printed the earlier story. This statement was as follows:

"Concerning the report that the Fuel Administration is contemplating the fixing of the price of gasoline thruout the country, Garfield stated that a study is being made of costs and that, on the basis of this investigation, it is expected shortly to effect such a readjustment of prices as may be found reasonable and necessary."

### Shortage May Become Critical

There is no doubt about the consensus of the men in the oil division. They know the supply of gasoline is being used at such a rate that, unless something is done to reduce consumption, even more sharply than the "gasless" Sunday request, there may come a time when tank ships will be in the ports unable to obtain supplies for the fighting men.

It is extremely doubtful whether the men in authority in the Fuel Administration, most of them coal men and therefore inclined to regard coal as the only fuel, fully realize the seriousness of the situation with which the oil division men are trying to deal, but with which they may not be able to deal with a free hand because, officially, they are the subordinates of the coal men.

No unqualified statement as to the cause of this disclosure of the seriousness can be made now. The fact that it comes at a time when the American forces are in the midst of active operations on many sectors, including the major offensive in the St. Mihiel sector,

## No Back Copies

The change in the appearance of THE PETROLEUM NEWS this issue is due to the restrictions in the use of paper imposed by publishers generally by the War Industries Board to conserve transportation facilities and coal. Roughly, it takes a ton of coal to make a ton of paper.

By using a lighter weight of paper and a more compact type face THE PETROLEUM NEWS can conform in all regards to the restrictions, and still carry just as much news for the benefit of its readers. Its news-gathering facilities, improved during the past year, will be still further perfected in the coming one. Its one aim will be to put all the news, accurately detailed, on its readers' desks in the shortest possible time after the news has taken place.

Readers should bear in mind, however, that the restrictions of the War Industries Board prevent the sending out of back copies, from this time on, and they also forbid the sending out of extra copies of current issues.

may be regarded as significant. The fact that on one day the requisitions for shipments in tank steamers amounted to 616,000 barrels, as mentioned by Dr. Garfield on September 13, taking all but 29,000 barrels of the supply on hand at Atlantic ports on that date, it is believed shows what is at least the largest cause.

The requisitions for that day, obviously bulked, were the equivalent of eighteen days' supply, according to the average withdrawals for export thru Atlantic ports. Three-fourths of the exports are for use in the Allied fronts in France and Italy. One-fifth of the quantity is probably for the American army, or about 5,300 standard barrels a day, or something like 6,600,000 gallons a month. The Official Bulletin some time ago estimated the army uses at 5,000,000 gallons a month.

**Army Demands Enormous**

Estimating what an army uses is like estimating what a storm will do. Five million gallons for an army of 1,250,000 men is a small quantity, when it is remembered that everything used by that army, for a part of the way, must be carried by gasoline, and that airplanes use as high as seventy gallons an hour, altho each airplane is not in operation on an average more than half an hour a day, if that much.

When the army is carrying forward an offensive the consumption is enormous—five or six times the normal consumption back of the fighting line.

One significant statement in the explanatory notes sent to the Senate on September 10 by Dr. Garfield, with the figures showing the margin between daily production and consumption is that, while the figures indicate a deficit of 1,000,000 barrels in the territory east of California, for the year 1918, "this may be materially increased by war demands."

In other words, the daily deficit of 3,000 barrels, shown by the figures, does not take into account the possibility of huge depletion caused by a major offensive such was begun two days after the Senate was informed as to the situation.

What is going to be done? According to official announcements from the Fuel Administration, not direct from the oil division, stocks on the Atlantic seaboard are to be built up. If the Mid-Continent refiners can build up stocks and furnish gasoline for pleasure driving west of the Mississippi on Sunday, why the west will continue to use gasoline. If not, the "gasless" Sunday may be extended to that part of the country. Also according to official announcement.

Assuming a saving of three gallons for every registered car on the first two "gasless" Sundays of the period, a press agent report from the Fuel Administration says the saving would be 413,000 barrels, or 31,000 barrels more than the average production for two days in the territory east of the California field. The two bulletins, put out for publication on September 15, say:

**Gasolineless Sundays May Spread**

"It has been frequently asked if the gasolineless Sunday request would be extended to include the territory west of the Mississippi River.

"At the moment it does not seem that this will be necessary altho it is among the possibilities.

"Mid-Continent refiners are now canvassing the situation with a view of determining their ability to care for the western territory and at the same time furnish the amount of gasoline they have agreed to deliver at Atlantic seaboard."

# Patriotic Duty Of Every Oil Man Is To Enforce Gasoline Saving

THE exceedingly serious character of the gasoline shortage means that the oil industry must take hold of the conservation of that petroleum product as vigorously and as drastically as it ever did any sales campaign to make the public cut down its use of gasoline most materially.

Gasoline conservation has only consisted of the one-day ban and a simple warning or two to the car-owner to go slow with gasoline. What the situation needs is a vigorous sales campaign to the car-owner to sell him on the proposition of letting up on his gasoline consumption; to show him the necessity for it.

That sales campaign can best be put on by the oil industry. Let the industry make for itself lasting honor by so thoroly handling the situation that the public will actually save gasoline, millions of gallons of it.

Now, men of the oil industry, as you value the swiftness of the American drive toward Berlin, as you value the tremendous success of our armies—all made with gasoline—conduct a drive now on the public to make the continuation of those military drives possible. Let the public know that every 37,000 barrels of gasoline means so many miles nearer Berlin. Get the fighting idea into yourselves and into your organization that you may get it into every motor car owner. Make saving not a perfunctory duty, but a thing a red-blooded man can rejoice in.

Put your campaign on thru a bulletin board at every filling station that you own, at every filling station, at garage and grocery store that you supply. Have your local printer strike off a hundred posters TODAY and distribute them at once. Change them every few days or so. Use newspaper space to tell the story that gasoline saved means miles to Berlin.

Let your bulletins be short, such as:

**"The Americans are driving to Berlin at the rate of 10 to 20 miles a day.**

**"If you don't cut your use of gasoline in half at once, Mr. Motor Car Owner, that drive will have to slow down.**

**"Who are you for, America or the Hun?"**

Or put it up like this:

**"The tremendous success of our American Army has brought on a most serious gasoline shortage.**

**"You must cut your use of gasoline in half or that drive to Berlin will slow up."**

Or tell them this:

**"Will you help—through your saving, to build up big stocks of gasoline at our Seaboard and in France to shove our Army over the line into Germany?**

**"Sure you will.**

**"Cut your use of gasoline in half, and do it today."**

Pound it home right from the shoulder. Make every man **STOP** unnecessary use of gasoline; don't let a single slacker who camouflages a joy-ride with a soldier or sailor up in front get by. Our gasolineless Sundays are a success, but our Saturday afternoons and nights are an outrage. Thousands of cars were out everywhere last Saturday that should have been indoors. Sunday these owners may have been patriots, but Saturday they were slackers. Don't let anyone be a Saturday slacker.

# Oil Trade's Council of War

J. C. Donnell

Member National Petroleum War Service Committee

Chairman Advisory Committee on Appalachian Production, Western Division

President Ohio Oil Company

THE plan as adopted by the United States Fuel Administration, covering the stabilization of crude oil prices in the various oil-producing fields of the United States, is one of mutually vital importance to the Government and the oil industry generally. In its present form it is simply a co-ordination of recommendations from representative oil men in the different fields, whose experience in the producing and refining of crude oil has extended over a period co-incident with the growth of the business, and whose views were sought to the end that the plan devised might be based upon actual experience and understanding of the situation. Thus, instead of resolving itself into a commandeering proposition, it has in reality been left to the oil men themselves and they, realizing the importance of the issue and appreciating their grave responsibility have acted unselfishly and patriotically in bringing about an amicable and intelligent settlement of this serious problem.

I would, therefore, urge upon each and every individual and company engaged in the oil business, strictest adherence to the plan as outlined, that by so doing they may not only render material assistance to the Government in this national crisis, but, at the same time, contribute to the patriotism and harmony of the industry as a whole.

J C Donnell

# 1918 Production Is Million Barrels Short of Consumption

**By Special Correspondent.**

**WASHINGTON, Sept. 16.**—As a foundation for justification of restrictions on the use of gasoline far greater than yet suggested, officials of the government September 10 put into the Congressional Record figures tending to show there is a daily deficit of 6,000 barrels between production and consumption of gasoline.

According to the figures, the country saw September come in with only thirty days' supply of gasoline on hand, east of California.

During April, May and June the daily deficit amounted to 20,000 barrels and in July, with the peak of the demand coming in September, the daily deficit was 44,000 barrels, the total reduction in stocks during that month being reported as 1,347,000 barrels. The figures for August were not in hand on September 10, but it was estimated that the daily deficit was 65,000 barrels, all outside of California.

In the California district the daily deficit at the time of the report was also estimated at 3,000 barrels. Notwithstanding that fact, the Fuel Administration had made arrangements to bring 250 tank cars of gasoline by rail from California to the east. The deficit of 3,000 barrels was based on figures for the first half of the year. Based on the consumption during May, June and July, the daily deficit was 8,000 barrels.

### Read Into Record

These figures were put into the Congressional Record September 10 in answer to a resolution adopted by the Senate the day before. The resolution was presented by Senator Smooth of Utah at the request of Senator Lodge. There was no debate on the subject. Senator McCumber wanted to have the resolution amended so as to have the figures show what proportion of the gasoline was used in pleasure cars. Smoot asked McCumber not to press his amendment, on the ground that Lodge wanted the information quickly "for a certain purpose" and did not wish to have the answer to the resolution delayed by the call for a separation of the uses of gasoline as called for by the proposed McCumber amendment. Smoot whispered to McCumber and the latter desisted.

The resolution directed the Fuel Administration to inform the Senate what, approximately, is the "daily consumption and production of gasoline in the United States, how much is taken for export, and what surplus, if any, there is of gasoline."

The figures obviously were ready for instant production, for the next day Dr. Garfield complied with the request and did it in such a concise way that the report has been printed as a public document on one small sheet of paper.

Two days after it was sent to the Senate, Frank J. Silsbee, chief of the Bureau of Statistics for the oil division, started for California on official business. The figures sent to the Senate are those on which he has been working for months.

They show a situation that is believed to forecast a restriction in the use of gasoline that will practically put the pleasure car out of use, except within closely defined limits in a short time. Automobile dealers may be warned that it will be useless for them to make arrangements for continuing in business even to handle second-hand cars after January 1, unless they are prepared to go upon short rations in the way of repair parts and upon a limited allowance of gasoline for pleasure car purposes. The report made by the Fuel Administrator is as follows:

### Gasoline—Production, Domestic Consumption, and Export

(Compiled by the United States Fuel Administration Oil Division Bureau of Statistics from monthly reports collected by the Petroleum Division of the United States Bureau of Mines and from records of the United States Bureau of Foreign and Domestic Commerce of the Department of Commerce.)

Territory East of California.

*Gasoline and Naphtha Stocks.*

| 1918: | Barrels. |
|---|---|
| January 1 | 8,400,000 |
| April 1 (high point) | 11,000,000 |
| August 1 | 7,800,000 |
| Decline in stocks | 3,200,000 |

*Estimated Daily Production and Consumption.*

| Approximate daily consumption: | Barrels. | |
|---|---|---|
| Domestic | 160,000 | |
| Export | 34,000 | |
| Total | | 194,000 |
| Approximate daily production | | 191,000 |
| Average daily deficit | | 3,000 |

(Probable result for year ending December 31, 1918.)

EXPLANATORY NOTES.

These figures would indicate a deficit for the year of about 1,000,000 barrels. This may be materially increased by war demands.

The above figures must be read with the understanding that gasoline is a seasonal product, with the maximum consumption comprehended in the period April to September, inclusive, and with the peak load coming in the months of June, July and August. Records for the months of April, May and June combined show the following (July and August are not yet entirely complete):

| Approximate daily average consumption: | Barrels. |
|---|---|
| Domestic | 199,000 |
| Export | 37,000 |
| Total | 236,000 |
| Approximate daily average production | 216,000 |
| Daily deficit, April, May and June | 20,000 |

The total reduction in stocks of gasoline and naphtha during the month of July was approximately 1,367,000 barrels, or 44,000 barrels daily, with the peak load just ahead in August.

It is estimated that August will show a reduction in stocks of close to 2,000,000 barrels, or 65,000 barrels daily deficit. With the August reduction in stocks materializing, reserves would be brought down to a point not exceeding 30 days' supply.

To meet this very unsatisfactory stock condition, 250 cars of gasoline have just been purchased in California and are moving eastward, with the expectation that more will be purchased in the future.

Stocks of crude petroleum are constantly declining, and kerosene and fuel oil supplies are unsatisfactory; all of which bears an intimate relation to the gasoline problem.

The movement of crude petroleum and its products is of necessity eastward to Atlantic seaboard points for export and to supply war needs in the Atlantic territory. Gasoline stocks on the Atlantic seaboard available for export have been recently at a particularly low level.

CALIFORNIA TERRITORY.

*Gasoline and Naphtha Stocks.*

| Stocks on hand: | Barrels. |
|---|---|
| January 1, 1918 | 1,502,000 |
| March 1, 1918, high point | 1,767,000 |
| August 1, 1918 | 848,000 |
| Total decrease from high point | 919,000 |

*Daily Production, Consumption, Export, First Half of 1918.*

| Approximate daily consumption: | Barrels. |
|---|---|
| Domestic | 29,000 |
| Export | 2,000 |
| Total | 31,000 |
| Approximate daily production | 28,000 |
| Daily deficit | 3,000 |

*Daily Production and Consumption April, May and June, 1918.*

| Approximate daily consumption: | Barrels. |
|---|---|
| Domestic | 33,000 |
| Export | 2,000 |
| Total | 35,000 |
| | 35,000 |
| Approximate daily production | 27,000 |
| Daily deficit | 8,000 |

# Committee Regulates Drilling In New Burkburnett Oil Field

**Mid-Continent Bureau,**
**TULSA, Sept. 15.**

The importance with which the Oil Administration looks upon the North Central Texas producing fields was indicated by the visit of T. A. O'Donnell, production chief under Oil Director Requa, to the Mid-Continent district over the week-end. O'Donnell left Tulsa Sunday night for a survey of the Burkburnett, Electra and Ranger districts.

While in Tulsa, O'Donnell discussed with John H. Markham, Jr., field supervisor for the Oil Well Supply division under the National Petroleum War Service Committee, the situation at Burkburnett, where indiscriminate town lot drilling had been partially curbed by the convervation bureau, but no statement was made public by either in this regard.

Without committing himself to any specific program, Mr. O'Donnell indicated that steps would be made possible for the quick development of the North Central Texas territory, in line with what the situation warrants, it being the desire to make possible the handling of marketable

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products, particularly from Ranger, as expeditiously as possible.

It was to survey the situation in this and other fields that his trip was made; O'Donnell also conferring with members of the sub-committee on Conciliation and Co-operation under the two advisory committees from the Mid-Continent district to the National Petroleum War Service Committee.

While in Tulsa, O'Donnell also conferred with the members of the specifications committee of the Inter-Allied Petroleum Conference in London, who were being shown over the producing fields of the country as a courtesy to them; this committee reaching Tulsa overland from the Kansas district about the same time as O'Donnell's arrival by way of St. Louis, Friday night.

O'Donnell would not discuss the Burkburnett situation in any way while at Tulsa, further than to say that he would visit the field and survey the situation, it is considered by Mid-Continent operators that the result remains still to be worked out.

Following completion of the first big well adjoining the townsite of Burkburnett, which lies between Petrolia and Electra fields, a campaign of promiscuous drilling resulted that has been unequalled since the days of Spindletop. Ten days ago, there was a total of 100 rigs and drilling tests either inside the townsite, or adjacent, some of them only a few feet apart.

Steps became necessary to work out the situation from a viewpoint of curbing useless expenditures and supplies, and September 8th a committee made a report to the bureau of oil conservation as follows:

**Would Reduce Drilling**

"The committee appointed by mass meetings held at Burkburnett and Wichita Falls, who met you and received your instructions, has gone on the ground in the Burkburnett oil field and has worked out the situation lot by lot and block by block, and has reached agreements on 90 per cent of the lots and blocks in townsite proper and platted additions and acreage surrounding. We have succeeded in eliminating two-thirds of the drilling, restricting the platted sections to two wells to the block, except in four blocks, where, in order to protect vast numbers of small investors, and where wells had almost reached sand, some concessions were made allowing somewhat more than two wells to the block. On acreage surrounding townsite and additions we have restricted drilling to not exceed one well to each two and one-half acres, except in few instances again where it was necessary to make slight concessions to protect small investors and where wells were well underway.

"All unadjusted area in townsite and acreage is held up still under negotiation, with hope of reaching adjustment. Your committee caused all drilling and operation to cease and no drilling was permitted until agreement was reached as above mentioned, and operations were not resumed until Friday, and only then where agreements had been reached. We heartily recommend that you accept our adjustment and ratify the work of the committee.

"In order to prevent further complications and to reap benefits of work already done, it will be necessary that you appoint a Federal Agent with authority to act, whose duty it will be to see that agreements already made are carried out and future drilling done in accordance with regulations which we have adopted and promulgated. As this Agent, we recommend our chairman, R. L. Eeds, who is entirely familiar with the situation and who is willing to serve in the interest of the community for a term not to exceed a month. All interested parties almost unanimously concurred in the work of the committee and were very loyal and helpful in working out the complications. Please wire your pleasure quickly."

"Signed Frank Kell,
"Assistant Chairman of Committee."

This statement given out at Wichita Falls, Texas, September 8th had not met with action further by the bureau at latest reports.

# Consolidate The Jobbers' Associations

THE oil industry is stripped to the waist for this war. It is highly essential that duplication of effort and activity by oil associations should be eliminated. The two jobbers' associations must be consolidated. There is no reason why the industry should support the two, covering as they do practically the same ground.

As it is now, when a question of freight rates comes up, as relates to jobbers, two traffic officers, representing both associations, make the same complaint on the same evidence to the same government or railroad body, call witnesses, maybe the same, who testify the same, and naturally the decision made on the complaint of one is the same for the other.

Congress talks about taxing a petroleum product and forthwith two secretaries, representing the same class of people, in the same territory, travel to Washington, make the same protest, and give the same reasons on behalf of the same group.

Each association maintains headquarters in Chicago. It is costing the oil industry some $25,000 a year at least, to maintain these two organizations. That sum spent on one organization, would go a whole lot further and do a whole lot more good.

The members should forget the reasons that brought the competing organization into existence, and the members of that competing organization should forget their own personal ideas on the subject and should put the two associations together as they are at the present time, forget the past and act in the present.

The oil jobber is likely to have hard enough sledding during the rest of this war as it is, without being burdened with fees for two associations that are not as able to look after his interests as one big association. This consolidation could be easily put thru within sixty days if the men will act promptly.

# Start The Ball Rolling

DON'T sit back in your office chair and wish that you were with the army in France doing something tangible to teach the Hun his place in the world. Don't feel like the football player benched on the sidelines while his teammates on the field—without his efforts—are pounding their way through the other team.

If you are above the fighting age, if you didn't have to register, there is plenty you can do that will make you a live member of awakened America. If you are an employer, follow out the plan outlined in the Liberty Loan announcement carried on pages 4 and 5 of the last issue of this publication. Send to us for the book "Win the War Meetings." Then follow out its directions. Plan meetings of your employes to acquaint them with the necessity for the subscription to the bonds of the fourth issue. Enthuse them by your own example. It will make your work that much easier when the loan starts.

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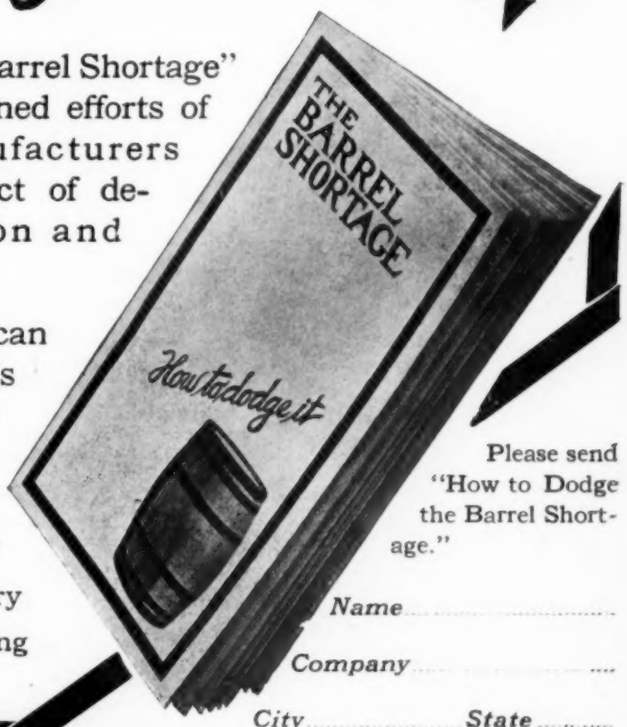


Please send "How to Dodge the Barrel Shortage."

*Name* .....

*Company* .....

*City* ..... *State* .....

(926)

# Solves Filling Station Problem By Using Men Too Old To Fight

IN using men of sixty and over as filling station attendants the Standard Oil Company of Ohio has solved one important employment problem raised by the increasing call for men from 18 to 45 in the army or the war industries.

The Standard has been employing these older men for the past two years, and has now several at work in their Cleveland stations. The majority of their station attendants are over fifty. P. W. Close, station manager, is well satisfied with the results obtained. In addition to releasing the younger men for the draft or for more essential work, he believes them to be more steady and careful than the younger men. Then, too, he thinks it is a disadvantage to a young man to commence his business life in a place where he is left to his own devices without the guiding power of an experienced mature mind.

One of these station attendants owns two apartment houses in the city. Another elderly attendant was formerly superintendent of a village school, and taught for twenty years. He is doing this merely as a side line. Some of these older men who have retired from active business, and no longer feel the financial necessity of working, take this work up because they prefer to keep busy, and the service station offers pleasant out-of-door labor that is not too strenuous. There is a social side to the station job also, and frequently the customer and the attendant enjoy a real visit before the auto leaves the driveway. Some of the tourists who stop for gasoline have humorous and novel incidents to relate connected with their trips across the country.

The older men enjoy tending to the lawn and keeping the old-fashioned flowers well watered in their leisure moments. The stations are neat and the oil is handled so carefully that grease spots are rare.

Otto Sell, at the company's Brooklyn bridge station, the first elderly man put at the work by the Standard in Cleveland, has done a real piece of landscape gardening in grading, seeding and tending the little plot that surrounds the filling station. When the station was built it was on a raw dirt bank, but Mr. Sell had leveled it off carefully, sowed grass seed and made a pretty lawn at the side and back of the station.

He has laid out the driveways in symmetrical design with borders of whitewashed bricks and had planted a garden of four-o'clocks, dahlias and cannas. He has an arrangement with Clarence Stevens, his partner in caring for the station, whereby the work of the place is divided, Stevens keeping the floor and windows of the station clean while Sell waters, weeds and cultivates the garden.

Mr. Sell operated a general store at South Brooklyn, Ohio, for thirty-seven years. Mr. Stevens has spent most of his life on the farm, and thinks he may go back there some day. To remind him of former days, a friendly hen from a neighboring yard flutters down to call on him.

The station at Euclid and Doan was just opened last October, and Fred Knights stepped right into it as soon as it was completed. He was formerly in the employ of the street car company and was glad to get away from office work to take an open-air job. He is of the opinion that the service station business is altogether a man's job, and believes that the men prefer to have a man tinkering around their cars. Mr. Knights has discovered that the pumping is quite easy if the hose is kept straight.

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**PITTSBURGH, PA., Sept. 14.**—From the Beaver Refining Company's new distributing station at Belleveron, Pa., deliveries are made in the valley towns. This company is planning several delivery stations in western Pennsylvania.

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Iron barrels that have been out of service for from six months to six years have returned to their home at the Magnolia Petroleum Company, as a result of special efforts made by the company the last week in July, to bring the delinquents in.

# McAdoo'sManInRequa's Department Resigns

**By Special Correspondent.**

**WASHINGTON, Sept. 16.**—J. A. Middleton, the representative of the Railroad Administration with the Oil Division, has resigned, his retirement to be effective October 1st. He was formerly general freight agent of the Frisco lines with headquarters at Kansas City.

At a meeting held at Tulsa, September 9th, under the chairmanship of W. E. MacEwen, western supervisor of rail transportation, a committee was appointed to canvas the Mid-Continent field and report to a meeting of the Petroleum War Service Committee September 18, as to whether or not a surplus of tank cars exists in that field. The report there is a surplus of cars was based on the returns made to Middleton's office. In Tulsa the surplus margin between cars ready for loading and cars being loaded is considered as merely a working margin.

At the Railroad Administration the effort is constantly being made to show the public Director-General McAdoo is operating the railroads so well all transportation needs are being met. It was from his office that the suggestion came that the refiners who had ordered 15,000 tank cars might cancel them.

From Middleton's office comes the report that, from April to the end of August, 45,000 more tank car loads of oil were transported than during the same period in 1917; that the dispatching from the field amounted, during that period, to 130 solid trainloads of oil per week. That amounted to more than 50 per cent of the entire dispatchings.

The War Industries Board, probably on account of the reports from the Railroad Administration that it was hauling oil faster than the refiners could provide loading for tanks, has declined to issue priority orders for materials to be used in constructing the tank cars.

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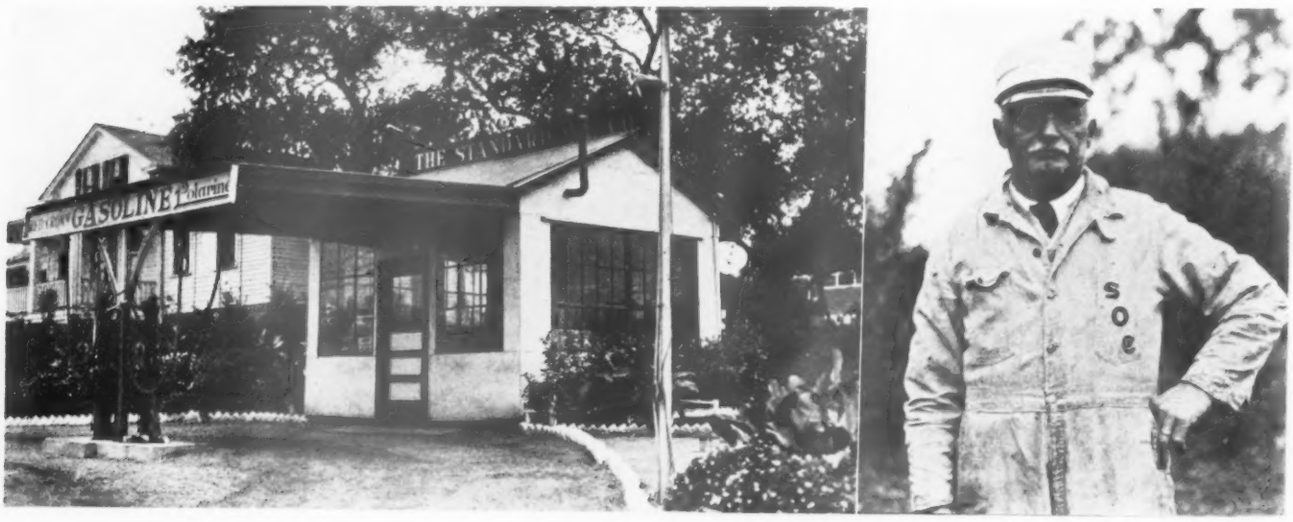
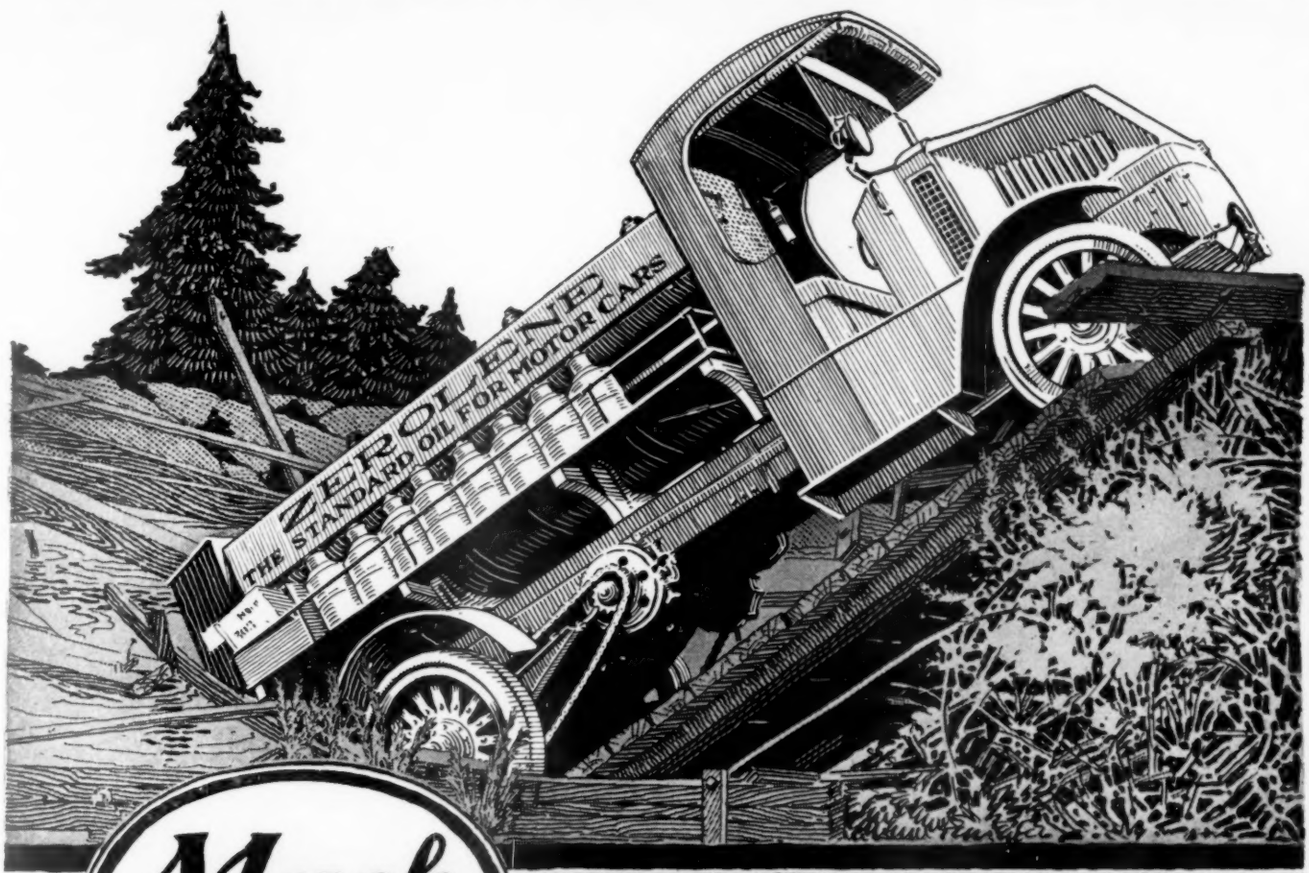
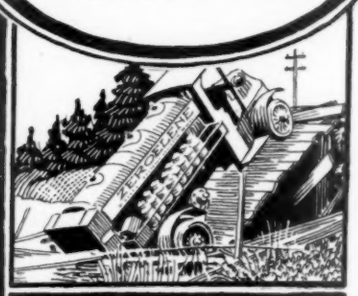
C. A. Gustafson, of Anderson & Gustafson, Chicago, was a Cleveland visitor early this week on his way to attend the meeting of the National Petroleum Association at Atlantic City.




Standard of Ohio Station in Cleveland, showing garden, at right Otto Sell.




**Mack TRUCKS**



## Broke Only a Tail Light

Through the bridge but not through running! A wonderful proof of MACK workmanship and solid construction. After landing in the position here shown, this 3½ ton MACK Standard Oil truck was placed on the road. The only repair needed was a new tail light. It goes to show that MACK Trucks withstand sudden shock, wrench and jar, in addition to ordinary rigorous service.

The Standard Oil Company benefits by MACK capability every day. It uses a fleet of MACK Tank Body Trucks for speedy, sure oil delivery. The Standard knows that when the way is hard, the journey long, MACK Power and Resolution push through. Many other oil companies also know MACK dependability by experience.

From 1 to 7½ tons. Trailers to 15 tons. Tank bodies and all other kinds. Write for information.

**INTERNATIONAL MOTOR COMPANY**
NEW YORK

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The Metalene Chemical Company
desires to announce the adoption of the following name for
Metalene Soluble Oil Base

SUPREME
SOLBASENE
IN QUALITY
THE PERFECT SOLUBLE OIL BASE

We have endeavored to embody in the name Solbasene, the character of Metalene Soluble Oil Base and the purpose for which it is intended.

Thus—"Sol", an abbreviation for soluble, Soluble Oil.
"base", a foundation, something to build on.
"ene", from the latin word "enus", pertaining to, or used in connection with, mineral oils.

Solbasene, a base used in connection with mineral oils to manufacture Soluble Oil.

In a wider sense, Solbasene is a foundation upon which to build a permanent, profitable Soluble Oil business.

Solbasene is supreme in quality. "The perfect Soluble Oil Base."

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The Kyoleum Company

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Tulsa, Okla. Chicago, Ill.

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Nashville, Tenn.

## Find Three New Sands In California Field

**By Special Correspondent.**

**LOS ANGELES, Sept. 15.**—The wonder field of California has been opened on the coast of Ventura county just north of the city of Ventura, about sixty miles from Los Angeles, and almost in sight of the ocean. Three rich sands have been penetrated.

The first is found at about 2,160 feet, at 2,165 feet in State Consolidated Lloyd No. 2, the pioneer producer of the field. The oil here found tests 52 to 56 gravity and carries 70 to 75 per cent gasoline, as high as 80 in some cases. The General Petroleum's Barnhart No. 1 is finished in this sand and is good for fifty to seventy barrels daily. While large quantities of water are produced with this oil, it separates easily.

The second sand has just been opened by the deepening of the pioneer well, Lloyd No. 2, to 2,253 feet, at which depth a well producing about 150 barrels daily flowing by heads has just been developed. This oil tests 58 gravity, carrying 85 per cent gasoline. In deepening this well a body of sticky clay was gone thru. This formation closed tight around the casing and has formed a solid bridge which has shut off from the lower oil sands every drop of water.

The third sand has been opened at 3,300 feet by the Shell company in Gosnell well No. 1. Located about 2,000 feet from Lloyd No. 2, this well passed thru both the first and third sands, which were found highly productive, but were shut off in order to drill the well deeper and explore the lower formation. The gas pressure is terrific, and many days the drilling crews have been compelled to pass 75 per cent of their tours of duty pumping in mud to hold down the pressure and prevent a disastrous blowout. At this writing, with the weight of a column of water 3,000 feet deep in the hole, oil still comes up to the top, and there have been numerous blowouts when oil, water and mud have gone over the derrick. The company is now working on the problem of shutting off the water and bringing the well in safely. All indications now point to a huge well. The oil from this third sand tests 30 to 35 gravity.

Except for some trifling quantities at Half Moon Bay near San Francisco no oil above 40 gravity has ever been found before in California, and very little above 35.

Six or seven new wells are drilling within the probable limits of the deep territory, where the State Consolidated, the Shell company and General Petroleum are at work. The Shell has 13,000 acres under lease. Four miles north of Ventura City the New Mexico Oil Company has developed a large production of oil testing 35 gravity and better at depths of only 150 to 300 feet. Six wells are producing and six others are being started. Apparently the New Mexico wells are located almost on the outcrop of the strata of the deeper field.

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Need for more room to accommodate its growing business has caused the Commerce Petroleum Company to arrange for increasing its Chicago office space and it expects to be in its new quarters at 929-930 Webster building early next week.

Men go up by doing little things right.
Do right by your trade - Sell 'em
National Refining Co's Products

*We solicit your orders and inquiries on*

**SUPERIOR LUBRICANTS OF ALL KINDS**

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| Paraffin Oils | Naphtha | Refined Oils |
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General Offices — Scientific Refining — Cleveland, Ohio

Albert J. Squier
*Vice-President*

M. M. Sanderson
*President*

*Yes, we are*

busier than a one-armed paper hanger with the itch, but we will see you at our greatest petroleum convention at the Hotel Biltmore, New York City, October 8th, 9th, 10th and 11th.

The Warren Lubricant Company

Main Office and Works: Buffalo, N. Y., U. S. A.

New York Store—Export Dept.
27 Coenties Slip
A. J. Squier, *Manage*

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Uncle Sam Says:—

*"Plants engaged principally in producing . . . natural gas for fuel . . . are in Class* I, *on the Preference list of industries as of Sept. 3rd, 1918."*

Natural Gas plays an essential part in our war program, so it's up to you Natural Gas Producers to do all in your power to increase production and to protect your wells.

One way to do this—a method employed by some of the biggest producers in the country, is to install,

**The Fulton Back or Check Pressure Regulator**

This regulator will protect your gas wells from overdrawn pressure—a dangerous condition so fully appreciated we need not go into details.

If your wells are not protected now, ask us to send you additional information and prices on either a singele installation for a test or a complete installation for immediate and total protection of your wells. We can also give you names of satisfied users.

**The Chaplin-Fulton Manufacturing Co.**
**Pittsburgh, Penna.**

Transmission Grease

Our 200 Series Transmission and Differential Greases
WON'T CHANNEL AT 10° BELOW ZERO.

Require 250° Fahr. to change consistency appreciably, making them a year round grease.

WE RECOMMEND

*No. 200 for Worm Gear Case.*
*No. 201 for Transmission and Bevel Gear Cases.*

They give better than ten thousand mile service, and have been passed on and recommended by leading automobile engineers. A satisfied customer is our and also your best advertisement.

*You cannot afford to overlook this line.*

Cataract Refining & Manufacturing Co.

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Marine Bank Building
Buffalo, N. Y.

Eastern Department
17 Battery Place
New York City

# Ask Finance Committee For Relief For Producers

**By Special Correspondent.**

**WASHINGTON, Sept. 16.**—Acting under the Petroleum War Service Committee, the oil men of the country are trying to write a provision into the war revenue bill to make the prospective law less of a terror to oil producers.

The committee, speaking thru J. Harry Covington, its attorney, September 13, argued with the Senate finance committee that it should so write the law that the prospector who makes a strike will not have his profits confiscated under pretense the government is only asking him to pay a war or excess profits tax.

Mr. Covington, who was a leading member of Congress from Maryland a few years ago, recently resigned from the bench of the appellate court of the District of Columbia to practice law. He has a high standing at the capital, and the oil men who appeared at the finance committee room in force on the day of the hearing believe they will be able to work out a provision that will enable wildcatting and all other kind of production work to go along.

The law of 1917, now on the statute books, as pointed out time and again, has made it almost a crime for a man to find oil in paying quantities, for the simple reason that the application of the law to the peculiar business of finding oil has operated as a rule as "heads I win, tails you lose," with the government, that needs oil as much as it needs men for the army, sitting as banker.

Specifically Covington suggested that in no case should the tax be more than 20 per cent on the sale of a lease that had shown good production. He said that taxation on such a hazardous business tends to discourage attempts to find oil because, even if the object is attained, it means nothing to the finder if the government steps in and takes away money that should be allowed to cover losses sustained in other years.

**Asks About Gasoline**

Senator Penrose asked Judge Covington about the figures showing a gasoline shortage. He said he could not vouch for the figures, but he knew from the oil men themselves that there is an alarming prospect because the production of crude depending upon the very kind of operations he was trying to keep from confiscatory taxation, were being practically forbidden by the revenue law now on the statute book.

Senator Penrose sneered at the figures, saying they were either the production of some petty official puffed up with vanity or put out for an ulterior purpose, not yet disclosed. He said he intended having some of the Fuel Administration officials before the committee to explain the figures and develop the fact that there is not such an alarming condition as intimated.

The Pennsylvania Senator said the gasless Sunday is cutting down coal production in Pennsylvania because the miners are forbidden, in effect, to use their cars on Sunday. So they go visiting on Saturday or Monday and do not work.

The statement shows how the proposed law would effect the producing situation in part as follows:

"The situation in the producing branch of the oil industry is, however,

# THE F.G. CLARK Co.

## —*a name that's written big*

IN the history of the rapid growth of the oil industry in the United States since the early nineties, few names have played a more important part in solving the intricate merchandising problems.

Standing close to the jobbers, The F. G. Clark Company has unremittingly employed its resources, its organization and its experience to aid them to meet the increasingly complex problems of their field.

At the same time it has proved scarcely less useful to the refiners, whom it has aided in the rapid development of a market to absorb their growing production from year to year.

Many a refiner and scores of jobbers will gladly testify to the worth of this service through the lean periods of the past thirty-six years.

## Everything in Petroleum—Promptly, Too

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## SUPER SERVICE
# TIRES

"THERE ARE NO BETTER TIRES"

MIDCO Super Service Tires are manufactured in the heart of the oil industry and are especially built to meet the unusual road conditions found in the oil fields.

These tires are built to meet these conditions by the most careful and skilled workmen and with a factory complete in every detail.

Because of the extra fabric and heavy tread construction we are able to guarantee Midco Super Service Tires for 6,000 miles and the Ford sizes in the non-skid 7,500 miles.

We carry complete factory stock and can ship at once.

*Communicate with us about your tire requirements*

THE MID-CONTINENT TIRE MANUFACTURING CO.
WICHITA, - - - KANSAS


very precarious. At the present time the United States is drawing upon its crude oil reserves at the rate of 60,000 barrels a day in order to meet its demands. As the size of our army increases, with the tremendously increased number of tractors, motor trucks, ambulances and aeroplanes, it is inevitable that the crude oil demands of the country will greatly increase.

"The oil and natural gas supply is kept up by new explorations and new developments. If the supply is to be maintained and sufficient fuel oil, lubricants and gasoline are to be available, those explorations must go on, and must be encouraged in such a way that the explorer, known as the "wildcatter," will continue his financially hazardous activities with the assurance that all his reward will not be taken from him in the event of success.

**Most Precarious Business**

"It is assumed that the extra-hazardous character of the "wildcatter" business in the oil industry is as well established as that of the 'prospector' for precious metals. If gas, oil, and precious metals could be located in the same systematic manner that virgin land is cleared, broken and made productive, there would be no occasion for alarm because of prospective shortages, nor would there be need for special consideration of those engaged in prospecting for such commodities. But 'wildcatting' is, indeed, a precarious and uncertain business or occupation. The hope of large rewards from some recovery, which will compensate for a lifetime of effort, is the stimulus which holds men in the occupation. While some attain that which all seek, and by a lucky strike reap substantial returns for the hard years of fruitless effort, most of the 'wildcatters,' like the prospectors for precious metals, pass out disappointed and with no adequate return for their life's effort and industry.

"Under the existing law, and under the proposed law, all incentive is taken from the 'wildcatter.' The method adopted of treating the difference between the sales price and the amount actually expended to acquire property and develop it to the point where gas or oil is discovered as profits for the year in which the sale is made, has practically stopped sales of newly discovered gas and oil properties.

"As illustrating the effect of the operation of the present law, a pending case is startling.

"A concern with a nominal capital is subject to a tax of $240,000 under the existing law. It had not the money to pay the tax. It could sell one parcel of its holdings for $300,000. The entire proceeds, under the law, would be considered as profits. After disposing of the property, actually part of its capital, for $300,000, and paying 60 per cent of the price received as taxes, it would still be short $120,000 to make up its indebtedness of $240,000, for which it had parted with property of $300,000 in value.

"Consideration of the effect of the proposed law demonstrates how futile it would be to rely upon the operations of the 'wildcatter' for a continuance of the gasoline supply."

---

Directors of the Imperial Oil Company, Limited, have declared a cash dividend of $4 per share on outstanding stock of record August 29th.


# Immediate Shipment

Casing
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Manila cordage
Wire Lines

Oil country boilers
Ajax drilling engines
Steel crown blocks
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Denver, Colorado, 230 First National Bank Building

# MID-CONTINENT FIELD

## Hazlett Gets Osage Gasser; Empire Well Still Mystery

Mid-Continent Bureau,
TULSA, Sept. 14.

A QUIET week in field operations preceded the meeting called for Tuesday, September 17th, in Wichita, where Kansas operators considered methods of uniformity in dealing with the menacing water situation that has flooded the productive sands in a number of instances, endangering the output particularly of the Towanda pool, at the west end of the Eldorado district.

Oklahoma completions were without unusual interest, except for the completion by R. H. Hazlett, Kansas operator with Osage interests, of a 7,000,000 cubic foot gasser a mile and a half ahead of oil production in Sect. 35-23-11, which came in at 1,830 feet.

**Empire Making Mystery of New Well.**

The Empire Gas & Fuel Company continues to make a "mystery" of its test in the northeast corner of the southeast quarter of the southeast quarter of Sect. 13-15-1W, near the town of Meridian, which has been drilled to a depth of approximately 2,575 feet, where they have been "swinging tools in the hole," guarding information from the public generally. This test has been more or less of a mystery since early last spring when it was reported completed as a producer at a depth of approximately 1,600 feet.

**Think Good Showing Has Been Found.**

Reports that recently gained currency that the well is spilling oil over the derrick floor are untrue, as no production shows above ground, tho it is declared outside the Empire offices that there is reason to believe a good showing has been found around the present depth.

North of Ranger development, in Stephens county, Texas, the Gulf Production Company brought in its Davis test at 3,260 feet, flowing thru two 2-inch lines and making two 15-minute flows per hour. The well is estimated good for 400 barrels initial production.

## Kansas Drilling Report

Three tests of the Carter Oil Company offsetting the Fowler abandonment drilled by the city of Eldorado in Sect. 1-26-4, in 1915, were dry, this fact being pointed to by operators as conclusive that the Fowler was not an "oiler," lost thru inexperienced drilling as had been contended by others after the bringing in of good wells a few locations to the west.

The abandonments of the Carter were Nos. 42, 43 and 44 on the Porter tract. The hole was plugged in No. 27 at 925 feet, and rig is being skidded 50 feet away to a new location.

South of Towanda, the second deepest test drilled in Butler county has been abandoned by the Eldorado-Harper-Emporia combination, its Rischell having been given up at 3,504 feet. The deeper test, made by the same interests, was on the Sharp tract, northeast of Eldorado, having been abandoned at 3,710 feet. In Greenwood county, the Texas Company's Bush test, Sect. 13-29-5, was dry at 2,900 feet. Casing is being pulled.

Activity continues in the vicinity of the Leydig extension northwest of the Potwin pool, where a number of tests are going down and where a number of locations are being made from time to time. New work, however has not reached the interesting stage. The Leydig well, completed by the Elbing Oil & Gas Company, is producing steadily about 500 barrels daily.

Northeast of the Leydig, in Marion county, the Elmhurst test on the Jollife tract, Sect. 9-22-4, reported last week standing with 400 feet of fluid in the hole, now has filled up 1,600 feet further and will make a well when finally completed. Sand was topped at 2,503 feet. The drill went thru 140 feet of black shale and five feet of cap rock.

Eldorado production shows a decrease of approximately 2,000 barrels daily average for the week, lack of new completions being in part contributory to the condition. Production from the Eldorado district is averaging approximately 79,000 barrels, as against 18,000 at Augusta, a decline of 1,500 barrels in this latter division, and roughly 15,600 barrels for outside Kansas.

## Late Field News

**HOUSTON, Sept. 18.—E. F. Simms Company's No. 16 Sweet, Goose Creek field, was controlled Wednesday after running wild ten days, and is making 5,000 barrels of oil. It sprayed upwards of 10,000 barrels mud, water, sand and oil until controlled.**

**TULSA, Sept. 18.—Producers' & Refiners' Corporation's No. 1 Drew, Sect. 36-15-11, south of Beggs, came in making 1,600 barrels in the 2,300 foot pay, proving the worth of territory immediately adjoining the H. F. Wilcox completion, for which the Drew test was an offset, the Wilcox well still producing 800 barrels daily after several weeks, having made 1,500 barrels initial.**

**Red Bank Oil Company's test in Sect. 33-23-8, Osage Nation, is making 30 barrels from the Peru sand found at 1,892 feet.**

**Sinclair Oil & Gas Company's No. 3 Kissner, Sect. 19-22-3, Garber pool, found a new deep sand at 2,318 feet and is showing both oil and gas with mud. The test failed to get the 1,900 foot sand, which made 540 barrels initial in the Crews test.**

**Healdton Oil & Gas Company's No. 11, Sect. 24-22-4, Garber development, made 200 barrels initial from 1,395 to 1,408 feet.**

## Paulson To Develop His Own Kansas Properties

By Special Correspondent.

WICHITA, Sept. 16.—Peder Paulson, millionaire owner of acreage developed in the Towanda pool of the Eldorado district of Butler county, who is reported to have refused upwards of four million dollars for a half of his one-eighth royalty in Sect. 2, developed by the Empire Gas & Fuel Company, owns 680 acres within two miles of the Leydig "wildcat" brought in by the Elbing Oil Company extending the field approximately nine miles northwest.

Mr. Paulson has been besieged with offers to develop this latter acreage, but has repeatedly held out, saying that "if it is good to you fellows it ought to be good for me." He says he is willing to "take a gamble," and that he will develop the tract himself.

The Leydig well's maximum so far has been 1,000 barrels daily when swabbed.

# Oklahoma Drilling Report

Operators in the Osage district, which consists of restricted Indian lands, are perturbed because of the position in which they are placed as a result of the nine-months drilling clause in their leases, obtained at land sales held at Pawhuska within the last year, their only relief from forfeiture in cases of non-drilling being to show to the Department of the Interior that they have been unable to obtain supplies with which to make tests in the specified period.

The position is understood to be taken that where they have casing to drill a part of their holdings, a part of which are outside the Osage, then the leases in the latter district must be tested in preference to others. In the case of partially proven acreage, this would develop a hardship and might prove a handicap to current production, an angle which presents itself for solution.

An expected offering of additional tracts in the Osage, a part of which are believed to be contemplated for sale on what is known as the "west side," is being delayed further with no reason being given. In some quarters it is believed that the delay is intended as a measure that will not interfere with the next Liberty Loan offering, as the high prices often paid for Osage acreage is certain to have its effect upon any considerable flotation, such as federal securities, etc.

The Sinclair Pipe Line Company is building connections from the Stone Bluff pool to the Shuler, George and others well in Sect. 26-17-15, near Coweta, which was completed as a 60-barrel producer, flowing from sand at 1,022 to 1,049 feet. The Echo Oil Company has made location for an offset test in Sect. 24, and the Walker et al test in Sect. 25, three-quarters of a mile southeast, drilled into water after getting a showing and now is going ahead below 1,200 feet in an effort to find the Stone Bluff pay.

### Get 15-Barrel Well

In the Broken Arrow district, the H F. Wilcox test on the Flippen tract, Sect. 28-14-15, found 30 feet of sand below 1,351 feet, showing for a 15-barrel well.

On the western edge of the east half of the Osage Nation, the Red Bank Oil Company's test in the southeast quarter of Sect. 33-25-8, has 700 feet of fluid in the hole, with only a part of the cavings cleaned out. The fluid rose 200 feet after the cleaning up operation was begun.

The Kokomo Oil & Gas Company's Lindsay test, Sect. 4-27-3E, now considered one of the most important in the Mervine pool of the Newkirk district, Kay county, is setting 5-inch casing and is due to be drilled in shortly. The Jens Marie test, which gave the northeast edge of the pool a black-eye because it developed only a 30-barrel well, is reported since to have made a flow of 100 barrels, and it is being plugged back to within 16 feet of the pay to be given a shot. The flow developed when the hole was being cleaned out preparatory to shooting.

Carter Oil Company's Hayes well, three locations south, which has been making 1,700 barrels daily over a period of weeks, is reported to have two strings of tools in the hole.

The Magnolia Petroleum Company's No. 1 Jones, Sect. 6-19-6, Yale district, completed May 23, 1916, making 575 barrels initial, in 12 feet of sand, afterwards being deepened six feet, is still flowing 450 barrels daily, from the viewpoint of its life being one of the best producers now existing in the entire Mid-Continent.

In the Fox field, southwestern Oklahoma, the Gypsy Oil Company got a 60,000,000 cubic foot gasser in No. 5 Johnson, Sect. 27-2S-3W. No. 4 was a small oil producer.

# Shumway Lease Now Down To 7,450 Bbls.Day

**Mid-Continent Bureau,**
**TULSA, Sept. 16.**

Present daily average production of the famous Shumway quarter-section, operated by the Gypsy Oil Company in Butler county, Kansas, has declined to 7,450 barrels from a high tide last spring of roughly 34,500 barrels, and a daily average the last of May of approximately 16,350 barrels. But this subsidiary of the Gulf Oil Corporation is content in the face of the natural decline of high flush production to write a continuation of profit figures down on the ledger.

When it is considered that the Gypsy's first well on the Shumway tract had in a few days after its completion more than a year ago paid out on every cent the corporation had ever invested in the state of Kansas, it is not to be wondered at that the Shumway is pointed to by operators as the most phenomenal 160 acres in the oil history of this country.

At the close of the fiscal year, June 30, 1918, the report was made that the Shumway tract had produced within the period upwards of 6,000,000 barrels of crude oil, and down to date it is said unofficially that the 160 acres had been good for 6,540,000 barrels, worth on the present market $2.25 a barrel. That this production has not been worth roughly $14,715,000 is due to the fact that it was not until late last year that Mid-Continent posted prices were advanced from $2 to $2.25, also the operating costs that must be written off against the profits that developments show.

### Pays $12,500,000 In Year

Taken from all angles, however, allowing for every conceivable cost down to the minutest detail, the estimate is made that upwards of $12,500,000 has been the profit from a single year's development of a single quarter section in the Towanda pool—that is the Shumway. Besides, it is hemmed in on every side by other phenomenal leases, the famous Trapshooters' lease that before going to salt water was a wonder of a generation; the Empire's Paulson and the same company's Cardey, the latter as late as the first of September making upwards of 22,650 barrels from twenty-two wells of more recent completion than the Gypsy's gushers.

So it was to be expected that the Shumway would decline when the turn of the tide came. Its low production since the second well on the tract came only a few weeks ago when a disastrous tornado leveled nearly every derrick on the tract, the daily average for the week dropping to less than 3,000 barrels, which soon came up again when rigs were put back into place.

The thirty-two producing wells on the tract, nearly all of which were drilled in the deep pay, around 2,400 feet, are making roughly 210 barrels each every twenty-four hours, or in excess of $16,750 daily with a minimum of operating expense. Two sensational wells, No. 5, which came in August 7th of last year, good for 18,000 barrels daily, and No. 13, a completion of last April with a similar maximum, were the sensations of the Shumway development. No. 5 never made less than 10,000 barrels daily until April 1, last, finally ceasing to flow in April about the time No. 13 came in. No. 5 then was put on the pump, to be followed on the beam shortly by No. 13, which held up only a few weeks.

Presence of water in the productive sands has tended to cut down the daily average production over a period of months, in common with a situation prevailing elsewhere in the Towanda pool.

# Watch Sinclair Test In Archer County, Tex.

**By Special Correspondent.**

**CISCO, TEXAS, Sept. 4.**—Because of Rangers' development from the deeper pay and the fact that tests south of the Electra field have not been previously drilled to anything like the depth from which wells in Eastland and Stephens counties are producing, operators will watch with interest the Sinclair Oil & Gas Company's Archer county hole, in which 15½-inch casing was set at about 400 feet on the Stalker tract, southeast of Archer City.

Outside of the Gulf Production Company's Davis test, estimated good for 400 barrels in Stephens county, there was interest over the week's period in the same company's Brelsford, north of Eastland, which had a showing of gas but probably will be deepened from 3,120 feet, where it was shut down. The Texas Company has a 15,000,000-foot gasser on the Parks tract, in the vicinity of other Stephens county production.

In Eastland county, the J. T. Johnson test is reported on top of the black lime producing clay at 3,175 feet, with a hole full of fluid. It is being held back for tankage and pipe line connections.

A 500-barrel tank was filled the first four hours after completion of the Floydada test in block 13, town site of Burkburnett, between the Electra and Petrolia fields of North Texas. It was drilled into 26 feet of sand at 1,650 feet, starting an immediate flow.

Town-lot drilling in Burkburnett has been given a set-back because of the action of the supply section of the Oil Administration withholding supplies for indiscriminate operations. It was believed here at the end of the week that the visit to Tulsa, Friday, of Thos A. O'Donnell, production chief under Oil Director Requa, would be followed by a trip to Burkburnett, where the situation would be gone into further.

**LOUISVILLE, KY., Sept. 14.**—Judge Burgevin, of Louisville, recently held that stock selling was not an essential occupation, in a case against H. N. Dansford, who has been selling oil stock for the X. L. Oil Company. The court held that under the work or fight ruling Dansford would have to secure an occupation which would keep him busy at least thirty-six hours a week under the Kentucky law passed last spring. A ten-day jail sentence and a fifty dollar fine were suspended on promise that he would secure work.

## How About Taxes Next Year?

It is very probable that the petroleum industry paid more war tax in 1918 than any other single American industry.

The payment of this vast tax, coming as it did, with but a short notice, placed the banking division of the industry under the severest possible test.

It is pleasant to note that this test was met.

## Let Us Plan Now For 1919

Right now congress is considering taxation ways and means for next year.

Everyone knows that taxes will not be lighter—but will probably be heavier than those just paid.

We have the advantage of time, however. By preparing now more taxes can be paid next year with less injury to the oil industry.

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# Find Light Truck Best In Rough Oil Country

*Even In Regions Where Roads Are Most Difficult, Motor Trucks Are Found Profitable As Compared With Teams*

**Mid-Continent Bureau, TULSA, Sept. 15.**

THE use of motor trucks in the producing fields of the Mid-Continent, in place of the old-time team and wagon has been found profitable by producing companies even in the wildest and most unfavorable regions where it is often necessary to build, or partially build, roads for them and to make fords to enable them to cross streams.

While it is impossible to show the relative profit of operating with motor trucks as against teams with the same exactness that is possible in districts where the roads are practicable for motor vehicles without being repaired or rebuilt by the producing company, users are convinced that results obtained far excel the results accomplished by teaming.

In rough country where the roads are difficult the four-wheel drive truck is generally preferred to the rear-axle drive type and it has been found impracticable to use any electrical equipment because the vibration caused by the solid tires of the trucks on the rough roads jars loose the wires from lamps and battery connections and wrecks the system generally.

In addition to this it is found difficult to make sure that the average driver will keep his batteries supplied with water or that he will not put in hard water instead of soft when he does fill them up.

**Loading a five-ton absorber from flat car onto truck and trailer, boiler on rear going on wagon to be hauled by trucks**

### Accurate Figures Difficult

The difficulty of keeping accurate figures on the saving effected by the use of trucks in rough country is that sometimes, when a certain well or lease benefits alone from the building or repairing of a certain piece of road that makes it possible for it to be reached by truck, the expense of the road improvement is charged against the well or lease, while in other instances the cost of road repair is charged against the truck operation account.

The lighter trucks are found, as a rule, more efficient over rough trails than heavier units.

The Barnsdall Oil Company, with offices at Bartlesville and operating almost exclusively in the Osage, has had typical experience in the use of trucks in difficult country. It has been the experience of this company that the building of roads in their entirety in general is too expensive, but it has done road work in conjunction with others, carrying on this program more or less for twelve years.

Road building, it has been found by the Barnsdall Company, will soon pay itself out in lowered repairs and lowered costs of transportation per ton mile, where large quantities of material are to be handled over a certain roadway. It has been since the company took up the operation of trucks a little more than a year ago that efficiency methods of this sort have been resorted to more than had been the policy previously.

Rather than general, the work has been in certain localities, where high centers if of earth are plowed down or if of rock knocked off with a sledge. Another policy has been to build permanent fords of rocks and cement, forming a sort of causeway, where high water goes over the top and where a pipe provides drainage under the causeway when the water is comparatively low. Markers are placed on each end of the causeway, so that in high water they serve as a guide, showing the depth.

### Motor Cars Need Fords

Since teams can go through deeper water than motor trucks, this method of dealing with the problem of fords has been of recent date. It was brought about by the necessity of providing against carbureters filling with water.

In the early days of Osage development there was no pretense of roads, teamsters meredy following trails. As time went on and use of trucks became more and more imperative, road work sometimes became necessary for the direct benefit of a particular quarter section or an individual well. Stretches of trails, it is true, were so long that to pretend to build roads would have been out of the question, but circumstances had to govern and there were instances where considerable time and money was expended under such conditions.

Cosst of road building have been figured in two ways by the Barnsdall Company. It might be that the well or tract, as the occasion demanded, was charged with the expense of work done in road building, that is to say when it profited directly from the result obtained. Otherwise, the cost of road work was figured against truck operation. For this reason, the net profits from truck operation have been cut down in the Barnsdall Company's accounting.

In comparison with the use of teams and the amount of material hauled, the truck is shown a credit only when in actual use. A time clock is operated, a job number is used in the shops at Bigheart, and all labor and material figuring in repairs is charged against the truck. A basis of $8 per team load for team distance is used in reaching cost conclusions, team distance being considered 20 miles round trip daily, ten miles loaded and ten miles empty, with 3,000 pounds basis for a team load. However, road conditions vary, so that there is no hard and fast rule used in figuring from Bigheart as a base.

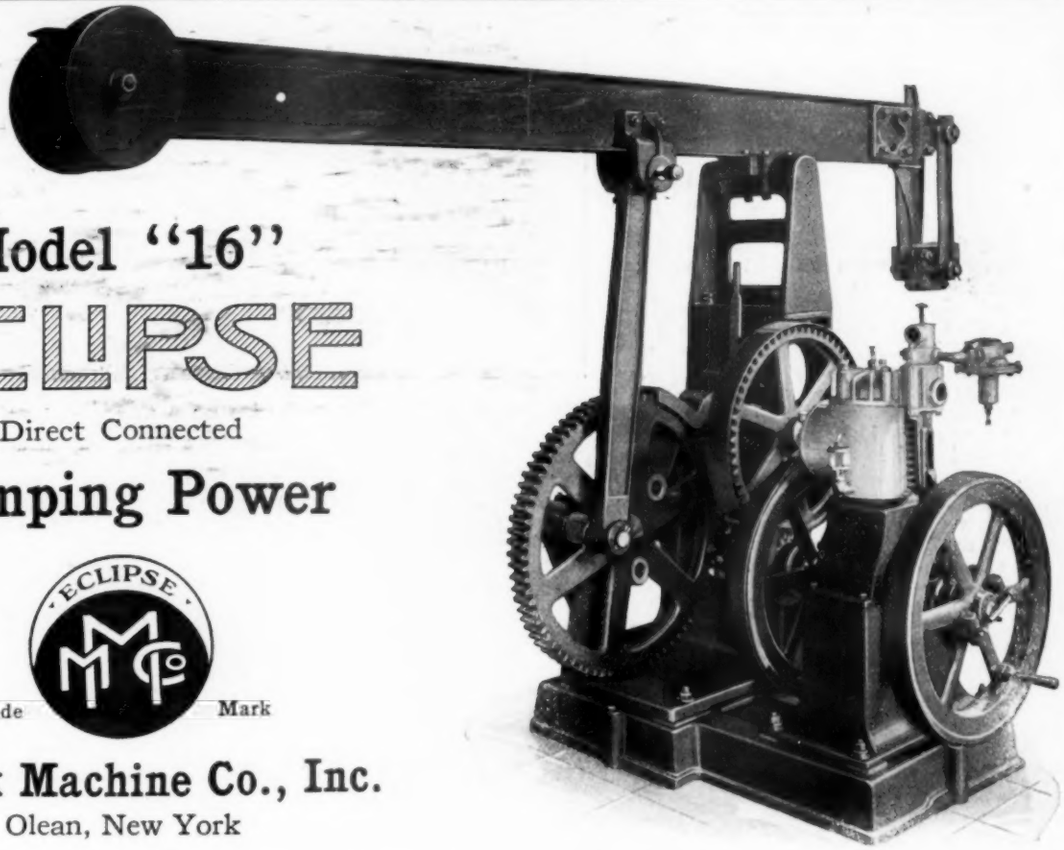
### Time Saving Is Big

R. F. MacArthur, in charge of the Barnsdall operations at Bartlesville, is certain that after the first year of the use of trucks in the Osage that his company "is more than breaking even," tho under conditions as they exist in that territory, operations must "of necessity have been to a degree experimental."

Records are not available to show the exact gain over teaming methods, but Mr. MacArthur was enthusiastic over the use of trucks, particularly when considered from the viewpoint of time saved in handling wells where quick work is required, the saving of oil by rushing out tanks or the getting of line pipe to a lease when vitally needed. As an example, the Barnsdall Company drilled in a good well not long ago late in the afternoon. By means of trucks and motor cars it was possible to transport men and material to the lease, where they were able to throw up dikes and save the oil. Everything except the teams themselves were transported by truck or car and work was possible thruout the night, the meter headlights furnishing light for work.

The Barnsdall Company's experience has been that it is impossible to get the same type of men for chauffeurs for the oil fields as drive trucks on city pavements because of the manual labor involved and on account of housing conditions, tho it may be that this applies more particularly to the Osage than to other localities. Therefore, it has been found desirable to have both the truck and equipment as nearly "fool-proof" as possible. Barnedall Oil Company truck equipment consists of gas lamps and high tension magneto.

Under exceptional conditions, it has been found necessary to stop outside the danger zone of a new well and haul in



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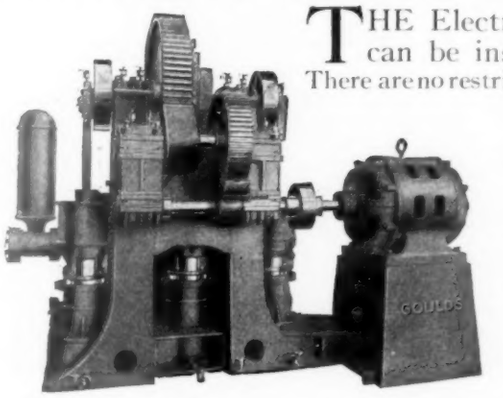


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material with teams to safeguard against fire or explosion, which would not be necessary were it possible to operate with electrical equipment.

The Barnsdall Company is operating twenty-two trucks, the majority of which drive on all four wheels. This has been found to be a necessary type under conditions in the Osage, according to Mr. MacArthur, who adds, however, "that all four-wheel drive trucks are not of equal merit." One wants to use discretion, he says, adding that as a matter of fact his company is hauling more material in a month on a 2-ton of one make than with a 3-ton of another manufacture. The trucks he likes best are equipped with self-locking differential, which he finds desirable even tho there may be a degree of danger of breaking an axle. The manually operated differential on the front and rear axle of another make, he does not find satisfactory because of slippage.

Mr. MacArthur cites the use of the gas engine as an example of what is to be expected from trucks. The gas engine when first placed on the market was unwieldy and required an expert to handle; since that time it has been simplified until almost anyone can operate it.

Other things being equal, the Barnsdall Oil Company sticks to the lighter units, as they are not so deep in a mudhole when they do get stuck. It has been found also that in traveling trails it does not do well to get a truck with more than a six-inch gauge, unless those driving on all four wheels are used. A great many wagons travel the Osage country and where they have passed, the wide tire has to cut a new rut for itself, in many cases down into the sandstone which cuts the tires to pieces.

### Prefers Four-Wheel Drive

With four-wheel drives, this company's experience has been that it is possible in the case of accident to pull in with the front wheels or push in with the rear wheels. Of course, Mr. MacArthur says, the trucks are not loaded under such circumstances, "but I do not doubt that even under these conditions they would carry a good load on a pavement."

In selecting types of the two-wheel drive, the Barnsdall Company has found that it gets equal satisfaction from the internal gear drive as compared with the worm or any other type. In the 2-ton unit, the internal gear drive is approximately $300 cheaper than the worm drive types; it is considerably lighter, he finds, and has more clearance, which is to be considered on the rough trails. He believes the operating cost per ton mile is cheaper where medium priced trucks are used. In other words, the Barnsdall Company has avoided both the high priced and the cheap trucks. With the heavy type its experience has been that they carry too much dead weight on the rough trails.

Experience of the Barnsdall Company has been that trailers adjustable as to length of reach or tongue are preferable. Some trailers made with pivoted bolster, Mr. McArthur says, are not in his experience giving any better service than the solid, which are appreciably cheaper. The Barnsdall Company is using one 5-ton farm wagon as a trailer for particularly heavy loads. In loading, it has been found desirable to get as much of the load as possible on the chassis of the truck, and the only reason the Barnsdall Company does not use the very long wheel base type that would carry the entire load is that it would have a long turning radius; also, in going over a hump in the road, there would be danger of the center of the truck striking in going in and out of chuck holes. It is considered advisable that anything not beyond capacity should be loaded on the truck on the theory of getting as much as possible on the chassis, but it is not considered practical to load too far forward because of teetering in going over rough roads.

**Getting a load of 20-pound pipe on a three-ton truck and trailer in the Oklahoma oil fields**

### Pay Drivers Bonuses

Mr. MacArthur considers that it depends somewhat upon the driver as to the desirability of operating a truck with as much power as some equipped with self-locking differential. But under such a policy as maintained by the Barnsdall Company this is somewhat obviated. A policy is in operation of paying the men a bonus every day the individual truck is on the road and earning for the company. The result is that the driver is more careful and that if his truck needs adjustment he does this on his own time so as to keep going. Of course, if the truck needs serious repairing it has to go into the shop and the bonus is lost.

On four-wheel drive trucks of the larger units, a driver and helper are used, but on the 2-ton, two-wheel drives only the driver is used. There are exceptions, however, where extra men are provided to load and unload on the basis that the truck is earning only when moving, so that the effort is to keep it active as many hours as possible.

The use of trucks, even were they not to be considered from the humanitarian viewpoint, the Barnsdall Company's experience has been, must be looked at from the financial side. They are not materially affected by heat or cold, and winter or summer they may be used day and night. If the cost were the same in operating trucks as compared with use of the team, their use would be worth while still, Mr. MacArthur feels, from the viewpoint of utility alone.

# Think Mid-Continent Will Get Benefit From Commission's Visit

**Mid-Continent Bureau,**
**TULSA, Sept. 14.**

Altho the visit of members of the specifications committee of the Inter-Allied Petroleum Conference, London, who are in the United States discussing standardization, was declared to be informal and a courtesy extended them to view the western fields, there was a disposition in Tulsa to feel that a specific good to the Mid-Continent refining industry would result.

After members of the committee had reached Tulsa overland Friday night from the Kansas fields, the evening was spent informally. Saturday they visited the Cosden & Company refinery at West Tulsa, and in the evening were entertained at a dinner at the Country Club, given by the Mid-Continent Oil & Gas Association.

Besides members of the commission, other invited guests were Homer Preston, of the Monitor Oil & Gas Company, subsidiary of the Oklahoma Producing & Refining Company of America; R. W. Kellough, individual oil operator; B. J. Arbon, individual operator and father of the host; E. W. Perry, general manager of Cosden & Company, Henry Greis, president of the Atlantic Petroleum Company; Emile Deen, chairman of the board of the Union des Petroles, largest subsidiary of the Oklahoma Producing & Refining Company of America; J. F. Darby, active vice-president of the Mid-Continent Oil & Gas Association, and H. R. Straight, of Bartlesville, one of the general managers, for the Mid-Continent division of the Empire Companies, inc.

W. A. Williams, representing the American government, was in charge of the party, the committee being headed by W. Fraser, C. B. E. of Glasgow, chairman, consisting otherwise of the following: H. R. J. Conacher of Glasgow, secretary; Engineer-Commander A. E. Hyne, British Royal Navy, London; Captain W. E. Guttentag, of the British Air Ministry, London; Captain A. C. Paix, of the French army, Paris; Major L. Galileo, Italian navy.

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Robert Eggert, of the Moline Oil Company, Moline, Ill., was in Chicago for several days this week on a buying trip.

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# Urges Kansas Operators To Unite To Fight Water In Butler Fields

**WICHITA, KANS., Sept. 17.**—Oil producers operating in the Butler county, Kan., oil fields, met here tonight in the Chamber of Commerce at the invitation of James O. Lewis, superintendent of the Bureau of Mines station at Bartlesville, Okla., to form an association for the purpose of fighting the water menace that has already drowned out many wells in these fields, and which threatens to do more widespread damage. Concerted action was urged upon the operators in this field, as individual efforts are of little avail.

That the Bureau of Mines regards the situation as serious is evidenced by the fact that the bureau's experts for some months have been studying the water conditions in the Kansas fields and have become convinced that the methods of combatting the water that are found effective in other parts of the Mid-Continent fields are unsuccessful in checking the inroads of the water in Kansas.

Mr. Lewis stated that some success had been obtained by the use of cement to shut off the water, and the members of the Bureau of Mines staff are of the opinion that this process promises the best results.

In a statement sent out to producers prior to the meeting, Mr. Lewis said:

"During the past few months the Bureau of Mines has been investigating the water problems in the Butler county fields. Because of the peculiar conditions in these fields, which are unlike those in any other fields known to members of the Bureau of Mines, the water is particularly menacing. Already many wells have been drowned out and many others are rapidly being taken. Tho fresh territory has kept up the production of the field, that of many properties has been most seriously curtailed and their producing costs have become excessive The producers of Butler county are faced with a serious situation—one that calls for their most intelligent and whole-hearted efforts if large portions of the fields are not to be drowned out or the profits extinguished thru excessive production costs

### Usual Methods are Ineffective.

Many producers of Butler County have been consulted about the water conditions. All recognize the gravity of the situation and individually have devoted much effort to combatting the water. Some progress has been made, but in the main the methods for excluding water commonly used in the Mid Continent field have proved unsatisfactory in Butler County. More satisfactory progress has been made by the use of cement, and members of the Bureau of Mines personally consider this method to be the most promising of those so far applied.

"Most of the water troubles in the Butler County fields can be traced either directly or indirectly to bottom water from wells that have been drilled too deep. Much water likewise comes through the oil sands, either from defective wells nearby that are flooding the oil sands or in water that follows up the oil from the edges of the pool as fast as the oil supply in the sand is depleted. Often it is a most baffling problem to detect the source of the water, but unless this is done, the producer may shut off his best pay to no purpose, the water having come through the sand from some other well. Obviously the only way to correct the trouble will be to find the offending wells and correct them. Haphazard work on individual wells will accomplish little good.

"Probably little can ever be done to prevent the influx of the edge waters or even to retard them, but the trouble caused either directly or indirectly from bottom or top waters is remediable. The members of the Bureau of Mines share the opinions of a number of the most thoughtful operators of Butler County, that the water trouble is largely from defective wells and is remediable. Many instances are coming to light showing the spread of water from such defective wells. The performances of many wells that came in clear oil but subsequently went to water probably can be explained by this migration through the pay streak from offending wells nearby. Under such conditions, little can be acomplished by the individual efforts of one producer on his property if the wells across the line are flooding the sands. It is essentially a mutual problem—one that calls for co-ordinated effort directed toward the common good.

### Concerted Efforts Necessary

"The members of the Bureau of Mines have become more and more impressed with the need for concerted action in Butler County. Only by the active and whole-hearted co-operation of companies producing from the common sources of supply can headway be made against the water menace. There is marked inter-

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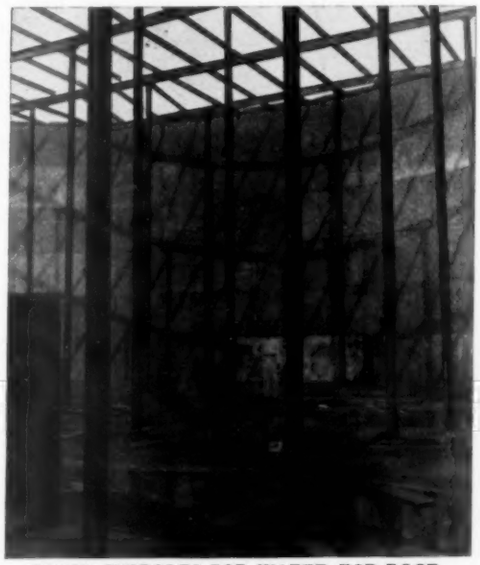

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relation of one well to another, of one property to another, and of one producer's interests to another's in these fields. The producers are faced with the same situation as were the producers in the Midway and Coalinga fields of California some years ago. Individual efforts to combat the water had proved futile—it became imperative to work together.

"The Bureau of Mines has interested itself in this movement as being the most practical means for meeting the needs of the situation which is not only of individual importance to you and to the other producers, but is likewise of national importance. Beyond initiating this movement it is not the desire to take a formal part in such an association, for it is believed the producers can best work out their own salvation without semblance of outside interference. However, the Bureau of Mines will follow such an association with intense interest and endeavor to render every assistance within its power.

"You are urged to put aside assumed conflicts of interests and to consider the proposition in its broader aspects. I believe you will agree with me, after giving the matter due consideration, that your own best interests demand such concerted action. The old adage—"United we stand, divided we fall"—is particularly true in this instance. Furthermore, you cannot consider this as merely a matter of personal concern. Your neighbors have a right to demand that you do nothing to injure their properties, and whatever your situation is now, the time is likely to come when you will be the injured one and will want protection. Above all, you have a patriotic duty to perform in conserving these most needed supplies of oil for your country's use. The preservation of the Butler County field is more than of local concern. How those in closest touch with our national needs view this proposed association is disclosed in the following letter from the Hon. Mark L. Requa, General Director, Oil Division, United States Fuel Administration:

"'Mr. J. O. Lewis,
"'Superintendent Bureau of Mines Station,
"'Bartlesville, Oklahoma.

"'Dear Sir:

"'I am advised that it is your intention to invite the operators of the El Dorado and Augusta fields to a meeting in Wichita, Kansas, for the purpose of forming some organization to deal with the water problems in the two fields mentioned.

"'Any move of this sort that has for its object an intelligent and a rational consideration of the water problem in an oil field, should receive the most cordial support and co-operation from the producers of oil.

"'More and more I believe the forward-looking oil producers are realizing the necessity for the most complete and accurate statistical data in combatting the water menace. The effort of the individual is in most cases of little or no avail unless backed up and supported by other producers in the same field. There should be in every oil field in the United States an organization, supported by the producers, whose special care it is to tabulate and systematize all records as related to the water problem.

"'Producers of oil are in a large sense trustees of the nation's petroleum reserves. They may not, if they are properly to administer their trust, squander those resources or permit their inefficient production. In the national interest—in the interest of the individual producer—the most careful treatment of the water problem is imperative.

"'I am glad, therefore, to wish your meeting all success; and I am optimistic enough to believe that it will exceed your most sanguine expectations.

"'Very truly yours,
"'(Signed) M. L. REQUA,
"'General Director Oil Division.'

"Like Mr. Requa, the Bureau of Mines believes associations for concerted efforts in solving the problems of mutual interest are needed in every field and it is believed this Butler County association will prove the forerunner of many similar organizations. The spirit of the times runs toward co-operation in all lines of industry, and, where such co-operative efforts have been intelligently applied, they have proved of inestimable benefit. In doing your share to make this meeting a success you will be taking an honorable part in what is likely to be the beginning of a widespread movement of tremendous importance. The Bureau of Mines is under no illusions as to the difficulties in organizing such an association, but believes that they are by no means insurmountable. The experiences of the association in California furnish valuable precedents. What form this association may take, the Bureau of Mines does not know, but is confident an effective means for dealing with the necessities of the situation will be evolved."

The Bureau of Mines has been assured of the approval and support of the Gypsy Oil Co., The Carter Oil Co., the Empire Gas & Fuel Co., The Sinclair Oil & Gas Co., Selby Oil & Gas Co., Freed Oil & Gas Co., Tidal Oil Co., Union Oil Co., Ligerty Oil & Gas Co., Southwestern Petroleum Co., A. L. Derby, Deering Marshal, W. G. Skelly, and others.

## Greene County, Pa., Is Revived By Week's Work

**By Special Correspondent.**

**PITTSBURGH, Sept. 16.**—Revival of the Greene County, Pa., pool, the discovery of several good wells in Ohio and a fair amount of field work in defined sections of West Virginia cover the oil activities in the Tristate district during the week. The month of September, thus far, has not witnessed the development of any new wells of much importance, despite rather energetic attempts to increase production.

Attention of Pennsylvania operators has shifted again to the Isminger pool in Springhill township, Greene county, Pa., where two important wells were developed during the week. The Manufacturers' Light & Heat Company, which was a pioneer in the territory, has brought in a 50-barrel well in its No. 3 in the Gordon sand. When drilled into the sand twenty-three feet the well flowed 50 barrels a day, and it is thought that it will be good for about 100 barrels daily when drilled deeper. This well is on the Moose farm and marks an extension of the pool. The Little Four Oil & Gas Company's No. 4 on the Sallie Roach farm, Springhill township, came in Friday and it will do about 100 barrels daily. The only other Pennsylvania well of note is a small gasser which the People's Natural Gas Company developed in the Mt. Morris district.

### Gassers In West Virginia

Gassers exceed oil producers among recent West Virginia completions. The Carnegie Natural Gas Company has a fair gasser on Beeson Run, Clay district, Ritchie county, a gasser in the Gordon sand in Mannington district, Marion county; a gasser at its No. 3 on the Wells farm in Church district, Wetzel county, and a 12-barrel oil well in its Maxon sand test on Sugar Camp run, Doddridge county.

Drilling to the 50-foot sand on the MacDonald farm in Simpson district, the Hope Natural Gas Company brought in a good gasser. The Hope Company has a 10-barrel pumper on State fork, Mannington district.

Other wells in the Panhandle state include the following: Eastern Oil Company, 10 barrels in Grant district, Harrison county; S. N. Elliott & Company, second test on Maple farm, Mannington district, 25 barrels in the Maxon sand; Eastern Petroleum Company, Big Injun sand gasser on the Freeland farm in Mannington district, and the Manufacturers' Light & Heat Company, gasser in the fifth sand in its second test on the Hall farm in Simpson district, Harrison county.

Of the new work perhaps Ritchie county furnishes the largest volume, as activities are under way on Dog Comfort run, Bond's creek, Beeson run and other fields. Companies now at work in this county include Heinselman Oil, Netzer & Naughton, Philadelphia Company, Ridgway Oil and Richter Oil.

### Fair Returns From Ohio

Hocking and Perry counties present a few new wells of distinction, but other sections of Ohio have little new work of importance. The successful companies include Preston Oil, Carter Oil, Chartiers Oil, Ohio Cities Gas and Nypenno Oil & Gas.

The Preston Oil Company drilled and shot No. 3 in the Clinton sand on the Stone farm, Starr township, Hocking county, and got 27 barrels the first day. The Preston Company has a 15-barrel well in its No. 7 on the Loomis farm, Starr township, Union Furnace district. Others testing in Hocking county include the Grosscop Oil Company, Union Furnace Producing Company, Chartiers Oil Company and the Ohio Cities Gas Company.

Ward township, Hocking county, furnishes a 26-barrel well in the Nypenno Oil & Gas Co. operation on the Bradley farm. The Spicer Oil & Gas Company and the Hocking Oil Company are at work there also.

In the Junction City district, Jackson township, Perry county, Ohio, the Carter Oil Company cleaned out and shot No. 1 on the E. M. Wyrick farm and got 120 barrels in 24 hours. When completed a month ago it had an initial production of 150 barrels.

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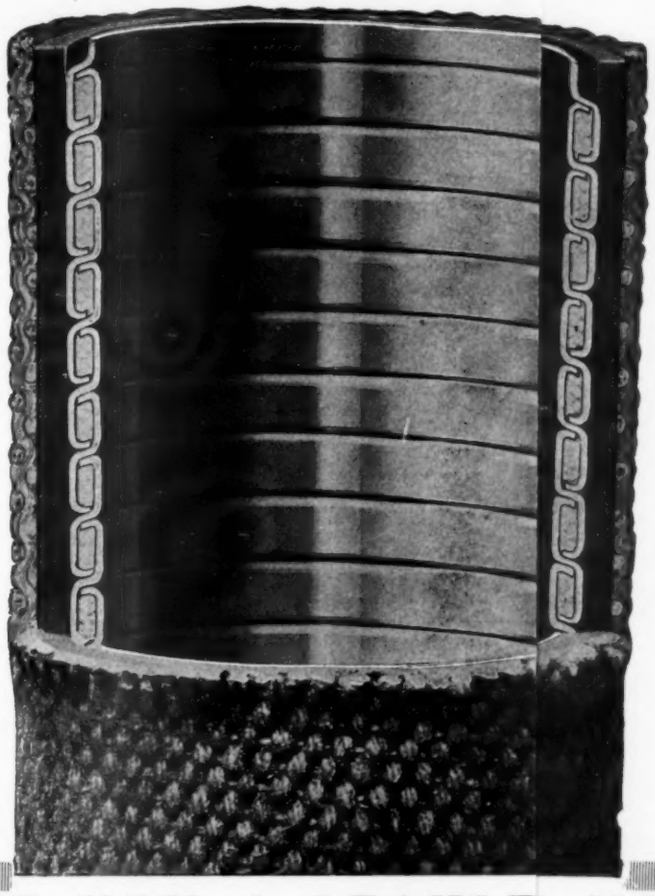
According to The Petroleum Times, of Tokio, Japan, there are nine casinghead gasoline plants operating in the Nishigama field; five owned by the Nippon Oil Company, having a total daily capacity of 25,000 gallons. The three belonging to the Hohden Oil Company have a combined daily capacity of 3,000 gallons, while the Oguro Oil Company has one plant averaging 500 gallons a day.

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## Slate Helps Business

An ordinary school slate on the office wall is found very convenient by John Rome Battle, Philadelphia, manager of the Swan & Finch Company, to instruct his salesmen and also for office memos.

The slate is about three feet long by two wide, is fastened permanently to the wall. Whenever he wants to illustrate a bearing or other idea to a salesman or a group of salesmen, or to the regular sales meeting, he uses the slate. He says it is much handier than paper and pencil, that it is always before one, and a man can visualize the thing better.

Then it is handy for important appointments and office memos for his personal attention.

**ARANSAS PASS, TEXAS, Sept. 15.**—Several large oil companies in Mexico are establishing large storage and distributing facilities here. Between Tampico and Aransas Pass, a line of five oil barges is operated by the Magnolia Petroleum Company. It has two 55,000-barrel storage tanks. The Texas Company has built a 35,000-barrel tank here, and plans several more.

**WOOD RIVER, ILL., Sept. 15.**—One star in the Roxana service flag has been shining especially bright since a letter received from the war zone brought news that Harry Getsinger captured fourteen prisoners with no assistance.

Getsinger was timekeeper at the Wood River plant before joining the U. S. expeditionary force last September.

**DALLAS, TEX., Sept. 15.**—In order to conserve both man-power and fuel, Magnolia Petroleum Company is closing its gasoline filling stations all day Sundays and holidays and at 8 p. m. on week days and 10 p. m. on Saturdays. The closing hour may be advanced during fall and winter to 6 or 7 p. m. so as to save lights.

A survey of the oil and gas prospects of what is known as the Lake Basin field in south-central Montana, including portions of Sweet Grass, Stillwater, Musselshell and Yellowstone counties, has been recently made by the United States Geological Survey under the direction of E. T. Hancock. This field is about 250 miles from the oil-producing sections of Wyoming.

While surface indications of either oil or gas are lacking, there is little doubt, according to the author, that the geological formations present in north-central Wyoming extend northward and underlie the Lake Basin field. He suggests tests with the drill in anticlinal structure in what are known as the Broadview and the Big Coulee-Hailstone domes.

The report is known as Bulletin 691-D.

Pipe lines in Texas have a total storage capacity aggregating 11,028,737 barrels, according to W. H. Wortham, pipe line commissioner for Texas.

When the Spanish ship Scarentes was destroyed by fire, due to explosion, 10,000 barrels of oil valued at about $1,750,000 were lost.

## Killing Figures In Story Of Enyart Kansas Farm

**DENVER, Sept. 16.**—An exchange having flippantly stated that the owner of the 320-acre Enyart farm in the Towanda pool of Butler county, Kansas before his oil royalties began to accumulate had never had $200 in his life, forms the plot of an unusually interesting story. The farm is mapped L. & A. F. Enyart, but "Ab" Enyart is, or was, the owner. "Ab" Enyart lives at Ordway, Col., 50 miles east of Pueblo. He went there nearly forty years ago and has been principally a cowman, but owns a bank and a hardware store, each managed by a son. The story, quite unusual, is about this way:

At the close of the war between the states, Captain Enyart, a Missouri Confederate, moved to Otoe county, Nebraska, where he acquired a lot of land that afterward became very valuable. At about 70 years of age Captain Enyart married a woman with four children. A prenuptial agreement was signed by Mrs. Enyart whereby, for payment of $20,000, she relinquished her dower rights in the Enyart estate. After the death of Captain Enyart a man named Black married into the widow's family, a lawyer. Being a frugal person, Black began looking about for tangible values, and brought suit to break the will of Captain Enyart, which bequeathed property worth something like $800,000 to blood relatives, "Ab" Enyart, a brother, being one of the four or five heirs, receiving about $200,000. Black, in court, had the will set aside. He also found where several small loans by Captain Enyart had been handled thru "Ab" Enyart's bank at Ordway, Col., and went there to see about them. This visit was made last November.

Black went into the Enyart bank, and was there shot and killed. It appears that "Ab" Enyart and his son—manager of the bank—and Black were alone. The Enyarts were arrested, tried and convicted of murder several months ago, but a new trial has been asked for. The Enyart, the only eyewitnesses of the killing, testified that Black became abusive and finally pulled a gun and fired two shots, when "Ab" Enyart, or his son—or both—fired in self-defense.

"Ab" Enyart is a typical western cow-man, dresses and acts the part, having lived so many years in a sparsely settled cattle country, is worth a comfortable fortune for southeastern Colorado, and is considered the leading business man of his county. When he goes to Denver to sell stock he wears the clothes he happens to have on, with trousers and high boots worn by range men, and acts just like other range men, being, withal, very frugal in every detail of life. He has a nephew about 60 years of age—Hez Potter, who is also a cow-man, and is now and has been for seven terms Sheriff of Otero county, adjoining Crowley county on the south.

Neither "Ab" Enyart, nor either of his sons, nor Sheriff Potter, will materially change their manner of living, for they have trained in the self-denying frontier life; those habits of frugality, economy, because of Nature's rigorous environment, and serious temperaments.


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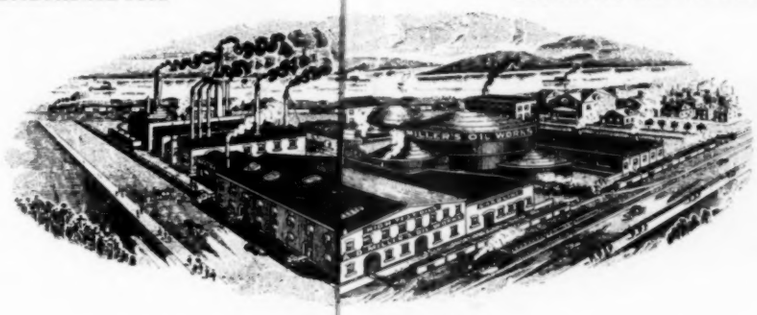

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can tell you definitely. Their new system of testing the gas at the wells is the best plan yet devised. It is absolutely dependable. It eliminates the "guess-work" from the gasoline business.

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We have had nearly thirty years experience in refining **Pennsylvania Crudes,** and have devoted all that time to improving our product. That is why you **"Satisfy your customers with Seneca Oils."**

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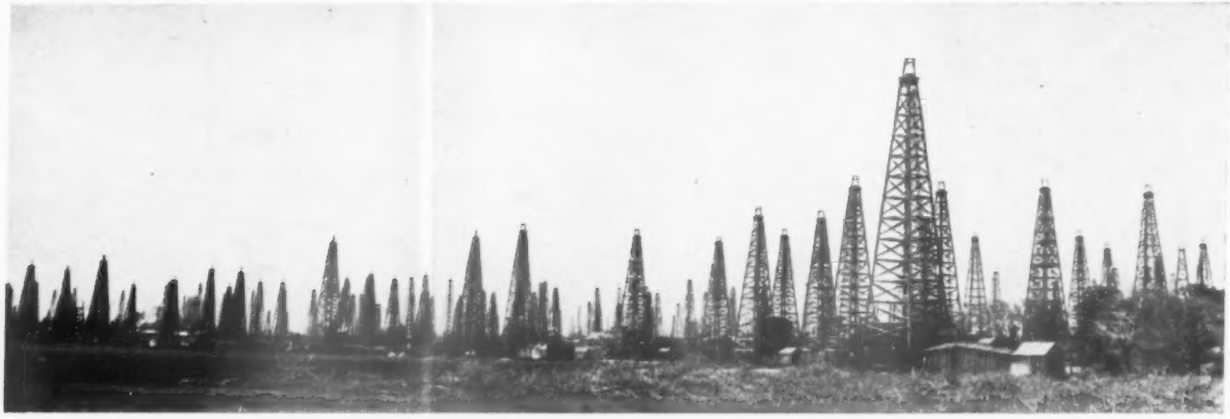
# View Of Goose Creek Field From The Bay



**HOUSTON, TEX., Sept. 16.**—Goose Creek, which is leading other Gulf coastal pools by more than 15,000 barrels daily in comparison with individual districts, shows average daily production of 28,850 barrels from the deep pay that two years or more ago brought about a revival of operations in this section.

Altho a number of locations have been abandoned and the machinery moved elsewhere because of the movement of operators to north central Texas and in some instances the Pine Island development of north Louisiana, approximately forty-five holes were going down at the end of the month and little short of a dozen rigs were up, but drilling had not been begun.

The Gulf Production Company is leading production with 11,000 barrels daily, the Humble Oil & Refining Company has 8,000 barrels, the Gulf Coast and Crown Oil companies 3,150 barrels, E. F. Simms & Company 1,900 barrels, the Sun Company 1,000 barrels, the remainder classing as miscellaneous.

Situated along Galveston bay, Goose Creek constitutes one of the spectacular developments of South Texas not only because of its leading in production by more than 50 per cent, but also because of its geographical location.

There is probably no field in the country where the wells are drilled closer together. In many instances they almost touch elbows. This is largely due to the fact the land here was originally laid out in the old French method, which provided every farm with a width on the waterfront, the farm extending back making a long narrow rectangle. When the farm was divided among the heirs it was generally split lengthwise, the result being that some farms are not more than 50 feet wide and several thousand feet long.

In some cases land in the bays is being leased now and wells drilled away from the shore. The water is only two or three feet deep, but the mud underneath makes it necessary to sink piles from 15 to 20 feet to secure support for a derrick.

# Completions Of Pipe Lines Is Big Stimulant To Kentucky Operations

**By Special Correspondent.**
**LEXINGTON, KY., Sept. 14.**

COMPLETION of the three-inch pipe line of the Beattyville Refining Company, up Crystal Creek to Bald Rock Fork section of Lee county, is expected within a short time, and it has been announced that when this line is finished, the company will begin refining oil at its plant at Beattyville. The plant will have a daily capacity of 1,000 barrels. Gasoline, naphtha, kerosene, etc., will be made. Storage facilities have already been erected.

Another Kentucky refinery, the property of the Neha Refining Company, of which W. J. Homer is secretary, will also soon be in operation. The latter plant is located at Campton Junction, Powell county, and pipe line connections into Lee county are practically set. The plant itself is ready to receive oil. Its capacity will be the same as that of the Beattyville Refining Company.

Kentucky producers are enthusiastic over the rapid completion of the pipe line from the Johnson production in the northern part of Allen county, thru Warren to the terminus of the line at Bowling Green, which will be the shipping point of the field. Wells have been standing for months in Allen and Warren counties awaiting an outlet for production, and now that it is assured, operations are more active. The new line is the property of the American Pipe Line Company. It has been announced that it will be completed and ready to run oil before the close of the present week. At present there is only a short stretch which remains to be connected up.

D. N. Baker, individual operator, has purchased leases on the Banks and Kidd tracts containing 90 and 53 acres, respectively, and one thirty-second royalty on 60 acres in the same vicinity. The property is located within about a mile of the W. P. Williams Oil Corporation's No. 1 John Watkins, which is the best oil well yet drilled in in Breathitt county. The price was not given out.

### Another Important Well

An important well was reported from the Contrary Creek section of Lee county during the week, adding another success to the number during the past six weeks. The well, the property of Dr. E. G. B. Mann and others, is on Middle Fork of Contrary Creek, and was completed at a depth of a little over 1,000 feet. Pay was found in the top of the sand and drilling was stopped. Within a short time the well filled up 200 feet, and reports received here last night were to the effect that it looked good for at least 100 barrels. The producer is about half way between the well of Ogden and Gourley on the Webb tract and that of the California Petroleum Company on the A. H. Warner tract. In the Pendergrass section, the Hopewell Petroleum Company's No. 13, on the Shearer tract, is rated at thirty-five barrels. The Akers Oil Company have completed No. 6 Akers farm, and the new well looks good for 100 barrels.

Carl K. Dresser's No. 7 Noland tract is rated at 20 barrels. Hudson & Collins got a 100-barrel producer at No. 4 Fred Sloan. Jesse T. Hare and others have producer rated at 300 barrels at a location on Cave's Fork, in the southern part of the Big Sinking district. The well is reported to have filled a 500-barrel tank in seven hours. The Superior Oil Company's No. 1 John A. Curry looks good for 50 barrels or better. This well is located between the Big and Little Sinking creek district.

The Rex Oil Company and Ed Hedrick have completed No. 2 John Williams. The well is flowing and looks good for 200 barrels after a shot. The Rex is also at work at Nos. 4 and 5 Liberty Bryant and No. 6 Harve Williams, and is preparing to spud in at No. 3 John Williams. The Pyramid Oil Company is drilling Nos. 2 and 3 Pendergrass and No. 4 Clem Williams. The Peerless Oil Company's No. 1 Dave Hampton is rated at 60 to 75 barrels. The Treasury Oil Company is drilling No. 2 J. F. Harris, south of Beattyville. No. 1 was dry.

### Drilling Operations

In the northern part of Lee county, Lee A. Watson's No. 6 William Wells is credited with 50 barrels. The Petroleum Exploration Company got a 50-

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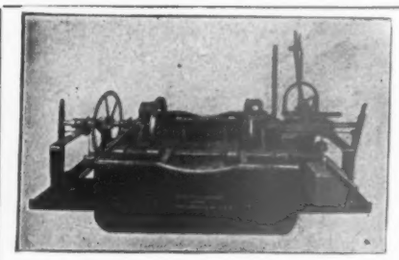

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barrel producer at No. 302 Wells heirs. On the Hall and Burke tract, the Russell Oil Company got 20 and 40 barrel wells at Nos. 10 and 11. The Akers Oil Company got a 200-barrel producer at No. 6 William Akers. The Ohio Oil Company's No. 5 Charles Evelyth looks like a 200-barrel producer. The Kentucky Petroleum Company has spudded in at No. 2 J. F. Harris on the south side of the Kentucky river, just opposite Beattyville. Ben W. Steele, operating east of Primrose, has secured a new machine which will be located on the farm of George Deaton. This test is less than a mile beyond the well of Carl K. Dresser on the Charles Davis lease. The Southern Oil Company, of Lee county, is moving rigs to the Laura Lane and J. E. Kings farm, on Shoemaker Ridge, south and east of Sign Board schoolhouse. This company got a fair producer at No. 4 Doc Williams, the well being 300 feet from No. 1 drilled more than a year ago.

In Wolfe county, Campton district, the Oil City Trust Company's No. 8 Mattie Perkins is rated at 5 barrels. The McCombs Oil Company's Nos. 8 and 10 Adams heirs are credited with 90 and 100 barrels. Nos. 10 and 11 will be in the first of next week.

In Estill county, the Arrowhead Oil Company got a 40-barrel well at No. 7 Dave Profitt Nos. 1, 2, 3, 4, and 5, on this farm are being cleaned out and drilled down to the second sand and the company estimates the probable production of all of these wells at 200 barrels at the completion of the work. The Louisville Oil & Development Company's latest on the Jeff Harris farm pumps 40 barrels or better. The Day Oil Company's No. 1 on the same farm looks good for 30 barrels or better. No. 2 stands 500 feet of oil in the hole and will make at least 50 barrels. The Long Drilling Company got a 20-barrel well at No. 3 Silas McIntosh. The Mason & Dixon Oil Company got a 75 barrel well at No. 3 Comet Lots. In the Ravenna district, the Ohio Fuel Oil Company's No. 14 S. M. Maple is a duster. The Tidal Oil Company got three ten-barrel producers at Nos. 22, 24 and 25 Williams et al tract. The Station Oil Company's No. 3 Ross Creek looks good for 40 barrels. The Lawther Oil Company's fourth on the J. W. Flynn tract is rated at 25 barrels. On the Sam Messer farm, the Kentucky Colonel Oil Company got a 50-barrel producer at No. 4. The Bankers' Oil Company got a 25-barrel well at No. 3 Joel K. Hubbard. The Williams Oil Company's No. 2 J. I. Raider, pumps 25 barrels. The United Oil Company's No. 25 W. L. Marcum pumps 5 barrels as does the Wood Oil Company's No. 16 Samuel Tipton.

In Powell county, Pilot district, L. G. Neely and others got a 5-barrel producer at No. 5 J. D. Smith.

In Breathitt county, the Preston Oil Company got a heavy flow of gas estimated at from 500,000 to 1,000,000 feet on the James H. Little Farm on Frozen. This well is about five miles from the gasser recently completed in Breathitt by the Big Six Oil Company and indicates a large gas belt in the northeastern part of that county.

In Knott, county, Neely and Clover are moving a rig to the Joe Hall farm and are starting Nos. 2 and 3. No. 1 is reported at 40 barrels a day.

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# LUBRICATING ENGINEERING

By JOHN ROME BATTLE

## How Salesmen Can Help Coal Mining Companies Save On Oil

IN general, the lubrication of mining operations is conducted under conditions that result in a great waste of lubricants and poor lubrication. In some of the larger operations careful records are kept of the cost of lubrication per ton mined, but in general, no careful record of this important item is kept.

In some cases, where the lubrication of large mining operations is involved, the contract to furnish lubrication for the entire operation is placed with an oil company on the basis of payments charged per ton of coal brought out. In all such cases, the oil company figures a safe margin of profit, or factor of safety, which must be paid for by the mining company, for no other reason than the fact that they do not themselves institute careful records of lubricating costs and handle their lubricating problems in a definite, businesslike manner.

The largest item of expense in a mining operation is the lubrication of the mine cars. Usually the men will oil their own cars, using whatever grade of oil is convenient, whether it be a high-grade machine oil, a heavy grease, or a common black oil. When their cars start to run hard, regardless of the real cause, the men resort to more oil as a remedy.

In one operation where it was decided to keep records it was found that during the period when 500,000 tons of dead rock and coal was moved, $3,000 per year was wasted, due to wasteful lubrication, time lost by the men in fixing cars that should not have needed repairs if properly lubricated, and in looking for easy running cars when their own were in bad condition due to their own carelessness. In this mine it was found to be a well-paying proposition to put a systematic oiling method into operation in charge of a mechanic who was told to put his entire time on the proper lubrication of the equipment.

### Use Black Oil On Old Wheels

In the case of old style plain car wheels, a common black oil, called by the miners, "Black Jack," is used.

Many mine car wheels are equipped with roller bearings, either of the solid roller type (see fig. 4), or of the hollow Hyatt type, (see fig. 2.) A semi-fluid lubricant will give the best results with this type of wheel. The effect of improved bearings and better lubrication is illustrated by the results noted in one mine, which adopted roller bearings and lubricated them with a semi-fluid grease. The size of the cars was increased, with mule haulage from 30 to 40 cubic feet capacity and the length of the train from six to seven cars.

The lubricant used had a consistency about equal to vaseline and was put into the bearings with a grease gun. The cars were greased about once a month and about 0.65 of a pound was used in each wheel.

One of the main objections to the use of oil for mine car lubrication is the constant leakage which results. Many mines have equipped their cars with self-oiling wheels, which, while being an improvement over the old fashioned plain bearing type, are not as economical as the roller type. Cup greases are used in some wheels, particularly in the plain bore type, as shown in fig. 1; but in the case of the Hyatt bearings (see fig. 2), greases cannot be used successfully, and a medium bodied semi-fluid grease is recommended.

In the case of "wet mines," where there is considerable water in the low parts, the mine car lubricant is wasted due to the washing off effect of this water.

In the plain journal box shown in fig. 3, a semi-fluid grease is recommended.

### Equipment Needing Lubrication

The principal equipment requiring lubrication in a mine may be outlined as follows:

In the mine proper there are the cars, the pumps, the air compressors, and the wire cables and mine hoists which require lubrication. It has been found that in the average anthracite mine, for every ton of coal and rock hoisted, an average of eleven tons of water must be pumped from the mine. This must be taken into consideration when figuring a lubricating contract based upon guaranteed cost per ton. As an illustration of the quantities of lubricants used the following figures are given from actual results obtained from a large anthracite mining operation in Pennsylvania. For one year, during which 3,000,000 tons of marketable tonnage was removed there was used:

| | |
|---|---|
| Steam cylinder oil | 8,700 gallons |
| Engine oil | 11,560 gallons |
| Car oil (summer black and winter black) | 31,700 gallons |
| Cup grease | 35,000 pounds |
| Plunger pole grease | 21,500 pounds |
| Other oils and lubricants such as gas engine, ice compressor, etc | 1,500 gallons |

For the lubrication of the wire rope and cables a straight petroleum lubricant of great adhesiveness is required and the product used is usually a residuum, thinned back. This lubricant should be free from any vegetable or animal product, and it should not contain any tar, resin, or thickener.

Its properties of protecting the cable can be tested as follows: A sheet of polished steel covered with the lubricant and exposed to water, either fresh or acid, and chemical vapors, should show no change after an exposure lasting at least a month. The penetrative value of the lubricant is important, and it should, when applied to the outside of a one inch wire cable, penetrate and be absorbed by the fibre core.

The wear of wire cables is both external and internal. The external wear being the result of abrasion and chafing of the cable against the pulleys, etc. The internal wear is the result of the rubbing of the strands composing the cable, upon one another, while bending under a load. Another cause of destruction of these cables is rust and also the effect of the acid found in the waters of coal mines. For that reason the lubricant used upon them must resist any tendency to peel off or chafe, and thus offer a protecting coating. A satisfactory lubricant for this purpose should be capable of being thinned out with kerosene, so that it may be used for swabbing purposes. The general cable lubricant will have a viscosity at 212 degrees Fahr. of about 950 to 1050 Saybolt.

### Many Mines Use Machines

In many mines in the soft coal fields there are mining machines. They are of two general types, viz: The cutting machine, which undercuts the coal vein with cutting blades fastened to a chain which travels around a triangular frame; and the hammer type of machine, which uses blows instead of cutting to loosen the coal. In the lubrication of the hammer type of machine there is considerable heat to be met with. The chains are lubricated with a black oil, and the machine with a machine oil of about 250 Say. at 100 degrees Fahr. P. B., or 350 Vis. at 100 degrees Fahr. A. B.

In some cases the passages of these machines may become clogged due to carelessness, and a lighter oil than is sug-

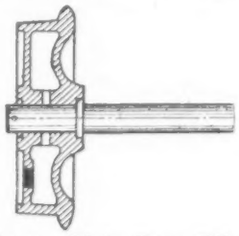

Fig. 1. Plain Bore Wheel

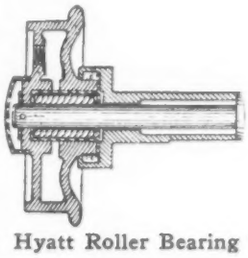

Fig. 2. Hyatt Roller Bearing Wheel

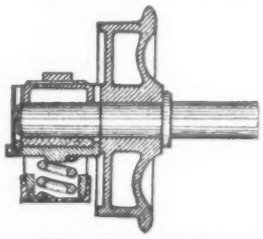

Fig. 3. Plain Journal Box Wheel

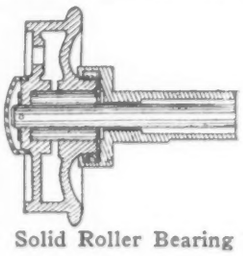

Fig. 4. Solid Roller Bearing Wheel

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gested above may work better, however, with proper care the heavy oil will give more economical results. Practical observations have shown that about one quart of oil is used every eight hours on the average cutter. This is entirely too much and the same results could be obtained with about a half pint, if it were properly applied. This does not include the lubrication of the chain.

In some mines the cars are hauled by electric or compressed air locomotives, and the efficient lubrication of the cars will result in a longer string of cars being hauled with the same power.

The length of the drifts has a direct bearing upon the amount of mine car lubricant used, since it determines the length of travel of the cars. In some cases where there are long drifts, the cars may make a round trip haul of fifteen miles. The cold test of the car wheel lubricant should be as low as possible, however, due to the fact that the cars are in the mine most of the time. Usually the cars stay in the mine at night.

## Systematic Records Save For Oil Users

One of the most important factors affecting the cost of lubrication of the equipment of power and manufacturing plants is the efficiency of the methods in use for the storage, checking and accounting of the amounts of lubricating oils and greases received and used.

The average operating engineer, power plant superintendent, and purchasing agent does not have the opportunity for comparing the results being obtained in other plants than his own. He is, therefore, not able to appreciate the great saving in lubricating expense that may be obtained, provided he will institute a careful and systematic method of checking the amounts of lubricants received and the care with which they are used.

### Lubricating Salesmen's Duty

The lubricating salesman should feel that it is his duty to encourage the plants on which he calls, to appreciate the improved results that are obtainable from such a system of checking. If the matter is handled in the proper manner the salesman, by his advice and recommendations, will gain the appreciation of his customer for the service rendered and will at the same time be aiding the great effort now prevalent in this country, leading towards the acme of efficiency and conservation in all manufacturing operations.

The first step in the organization of the oil handling system of a small plant is to systematize the oil storage.

The quantities of oil received may be checked by weighing the barrels as received from the oil company and then draining the barrel into a suitable storage tank and weighing the empty barrel. The net weight of the oil may be thus obtained, after which the gravity may be taken from a small sample which has been obtained while the barrel was being emptied, noting at the same time the temperature of the oil.

Then, by referring to a "gravity-weight-per-gallon" table, and correcting for temperature the weight per gallon of the oil can be determined, which when divided into the net weight of the oil, will accurately give the gallonage. Suitable forms may be printed, if the deliveries of oil are numerous enough to warrant it, on which the delivery data may be recorded, for future reference.

After having decided upon a definite method of checking deliveries, the next consideration must be given to the storage.

If the plant is equipped with a circulating oiling system, the usual custom is to pour the oil directly into the main tank. This plan can be improved by providing a separate tank for reserve oil and by keeping a record of the amounts of oil drawn from this tank for use in the system. In this manner the amount of oil used over any period of time will be known. The storage tank should be fitted with a good strainer, through which all of the oil received should be passed.

When emptying barrels, there is only one efficient method, and that is by gravity. A cradle and hoist can be purchased by which the barrel may be hoisted to a track, which is built over the storage tanks, and on this the barrel can be rolled to the desired tank, drained, and with a minimum of effort returned to the ground. The tanks should have a good reserve of storage capacity. It is customary for the engineer of a plant to call for an immediate delivery of some oil, which has become exhausted, which places an unnecessary delivery demand upon the oil company and often results in dissatisfaction of the customer.

Storage tanks for cylinder oils should be placed in a warm room to facilitate the draining of the barrels. It is also a good plan to locate a steam coil in this tank, to provide a means for thinning out the oil, making it easier to pump in cold weather. This steam coil should be only supplied with exhaust steam and never with live steam, since the high heats of live steam would probably impair the quality of the oil.

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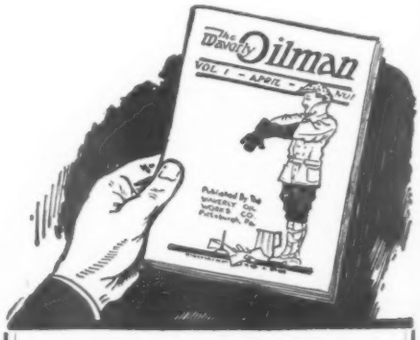


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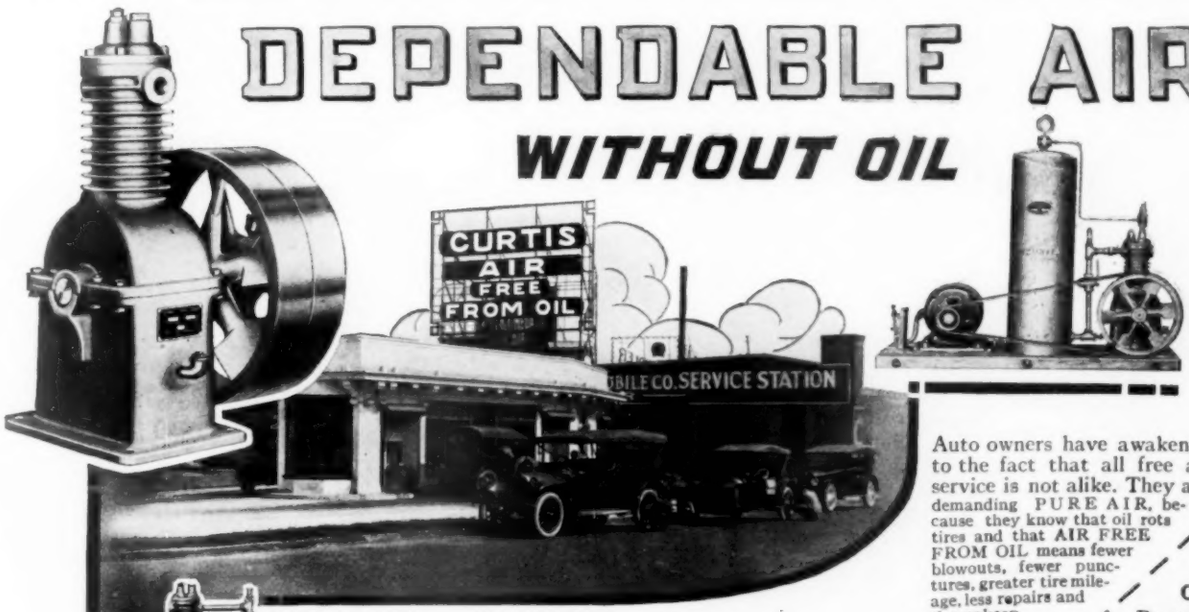


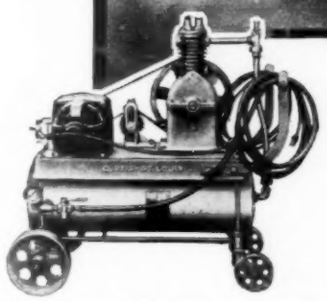

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The storage and checking of oils and other lubricants used in large plants requires slightly more complicated arrangements. The most important factor to be decided upon is the location of the oil storage. This should be as centrally located as possible, with respect to the equipment to be lubricated, and a separate oil house should be provided. If the plant is widely spread out, as in the case of a shipyard or steel plant, the oil storage should be located centrally with respect to the area of the plant.

The design of the oil house should be given careful thought. If the plant is not large enough to warrant car-load shipments of oil, provision should be made for unloading trucks and wagons. A suitable platform capable of holding at least one truck load of barrels is recommended. In the case of the plant receiving carload shipments, the platform should be big enough to carry a full carload of barrels.

The oil house should be equipped with a scale for weighing incoming shipments and a small office in which samples of the oils and greases used in the plant, may be kept in a suitable rack. The outlets from the pumps from the oil tanks may be led into this office, so that no one but the oil house attendant may take out the oil. For a large plant the tanks should be located in a cellar and the oils pumped up as needed. These tanks should all be equipped with an air vent and the oil supply lines should all have a good pitch towards their respective tanks in order to insure good draining. In the case of cellar tanks equipped with fill boxes for draining barrels on the main floor, the boxes should be located at least three feet out from the wall to permit of plenty of room when handling the barrels. In the case of cellar tanks for storage of cylinder oils and black oils, steam coils should be installed. These coils should be regulated by means of a valve located on the main floor, for convenience.

In the case of an oil storage to receive tank car shipments, the fill lines are run out to the middle of the tracks. The outlets of the fill lines should be located to the side of the barrel platform, so that tank cars may be unloaded without interfering with barreled oil shipments.

The recording of the amounts of oil used in a large plant is very necessary. The best plan to follow is to make a rule that each man requiring oil or grease fill out a requisition form.

These forms may be gotten up in a cheap pad, which can be kept hanging on the oil house wall. By reference to these forms the consumption of lubricants can be definitely located. If the plant has been given a lubricating survey and the grade of oil recommended for each machine noted on a chart this will serve as a guide for the oil houseman in giving out oil and checking up the grades requisitioned. In a small plant, one of the oilers may be put in charge of the oil stores, but in a large plant this work will require the time of a special man. These requisition slips should be kept on file and totaled up each week, when a report showing the stock of oil on hand will give a guide to the purchasing department, in ordering in new supplies.

In one plant the following system was used with success: A form was used to make up the weekly report. This form was gotten up to give four copies—the first sheet was sent to the general manager's office, the second sheet to the purchasing agent's office, the third sheet to

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| | |
|---|---|
| Oklahoma Fuel Oil in Tank Cars | 9 c gal. |
| Penna. Fuel Oil in Tank Cars | $9\frac{3}{4}$c gal. |
| 48 California Naptha in Tank Cars | $20\frac{1}{2}$c gal. |
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the accounting department and the fourth was retained as a record by the oil house. This plan permitted the general manager to see at a glance the cost and efficiency of the plant lubrication. The purchasing agent had an accurate statement of stock on hand and could govern his purchases accordingly, the accounting department attached their sheet to the purchasing agent's voucher for their information.

## Tide Water Pipe Line Allowed Rate Increase

**By Special Correspondent.**

**WASHINGTON, Sept. 12.**—The Tide Water Pipe Line Company is permitted to increase its collecting charge from the Allegheny and Bradford fields from 20 to 32 cents per barrel, and in the Illinois and Indiana fields from 12 to 20 cents per barrel by an order of the Interstate Commerce Commission.

The company, in its application to the commission, asked permission to increase the gathering charge in the eastern fields from 20 to 35 cents but the commission denied such a heavy increase in the eastern fields, consenting to the lesser advance.

The regulating body held down the increase in the eastern fields to 32 cents because that is the rate the Southwestern Pennsylvania Pipe Line Company, when it asked for an increase in June said would be enough for collecting the oil from the wells and pumping it into the trunk lines.

## Distillate Flame Vs. Grasshoppers

**LOS ANGELES, Sept. 14.**—Altho the grassshoppers of California are not so numerous as those of Utah, they are busybodies, and thru their operation the Arrowhead Reservoir & Power Company Ranch of Victorville, Cal., which farms several thousand acres, lost nearly 200 tons of alfalfa last year.

But this ranch has become almost grasshopperless this season, for a burning spray of distillate has traveled over the invaded sections, destroying millions of fertile eggs as well as insects. From a tank wagon, the distillate was fed by force pumps thru a hose ending in about ten feet of pipe, so that the operator would not be endangered by the burning spray. This method proved thoroly efficient, but its use should be restricted to territory or time of year when there will be no fire risk.

## McDowell Succeds Muir

**PHILADELPHIA, Sept. 15.**—J. C. McDowell has been elected president of the Crew-Levick Company, succeeding William Muir, who held that office for the past five or six years and who resigned effective September 1st, on account of ill health.

Mr. McDowell has been one of the vice-presidents of the company and is in charge of the oil properties of the Doherty organization.

Possibilities of oil or gas being found in the Trinity asphalt formation in southwestern Arkansas are described in Bulletin 691-J recently issued by the Geological survey. Hugh D. Miser and A. H. Purdue are the authors.

## Co-operative Grocery Feeds Oil Town Tenants

Staff Special.

**ELDORADO, KANS., Sept. 12.**—Attractive and comfortable houses at a low rent are not the only features that make for satisfactory living conditions for the employes of the Empire Gas & Fuel Company, who form the population of the made to order city of Oil Hill, near Eldorado.

Next to finding a good house to live in the first consideration of the average family anywhere is to establish connection with a good source of food supply at reasonable prices—in other words, a grocery store and meat market.

This problem has been solved to the great satisfaction of the tenants of Oil Hill by a cooperative grocery store and meat market at which they can obtain the best quality of provisions at reasonable prices. While this store is not strictly a company enterprise, it has the backing of the company.

When the development of the oil fields in this region began a little more than two and a half years ago, the merchants of Eldorado and those who established stores out in the neighborhood of the leases where work was going on, saw in the rapid influx of population into the quiet little town their opportunity to exact exorbitant prices for the necessaries of life, and they proceeded to do it.

### Started Co-operative Store

So high did the cost of living soar that some of the officials of the company, among them M. R. Shaffer, now division superintendent for the Empire in this field, began planning for the establishment of a cooperative store to supply the rapidly growing numbers of the company's officials and employes.

The plan was submitted to the Empire Company and at once approved. A stock company was formed and sixty-five shares of stock were sold at $100 a share, almost entirely to men having responsible positions with the company. One of the rules of the new store company was that no one might own more than one share of the stock, this to prevent one man or a small clique from gaining control of the enterprise.

A board of directors was named and officers elected, E. C. Rose, at that time division superintendent of the Empire Company, was elected president and Mr. Shaffer treasurer. The Empire Company agreed to back the new enterprise to the extent of erecting for it a commodious store building at Oil Hill.

This was done and a competent manager was hired to run the store. It was a success from the start. Originally it was planned to institute an automobile delivery service and supply groceries and meat to dwellers in the Empire town of Paulson, about five miles away, as well as to possible other customers outside the Empire's employ.

### Business Close at Hand

The store found so much business right in Oil Hill, however, according to Mr. Shaffer, that it has not been found practicable to expand the field as was intended. The store is clean and attractive, the meat department is carefully screened in and the equipment generally compares favorably with any modern grocery store in the big cities. In addition to foodstuffs, the store carries a stock of over-


**Foamite**

**SYSTEM FOR EXTINGUISHING OIL FIRES**

Oil in a tank not thoroughly safeguarded against fire is a hazard of thousands of dollars—a chance of loss from incendiarism, accident, lightning. Oil is so valuable, so extremely necessary for war use that loss due to tank fires *must* be put at a minimum.

The universal demand for *sure* fire protection is fast making FOAMITE the universal system. It protects thousands of tanks for the leading producers and refiners. It safeguards several United States Naval Fuel-Oil Stations. It is used wherever there are the greatest risks to protect.

**The FOAMITE Method:**

Smothers with a blanket of fire-extinguishing carbonic acid gas, confined in tough, cohering bubbles by FOAMITE.

Let us give you specifications and prices, and show you how the FOAMITE System reduces insurance. Just send us full particulars of your risk.

**FOAMITE Fire Extinguisher Company**
**193 5th Avenue New York**

**Gasoline Naphtha Water-White Fuel Oil**
**Viscous Neutrals Eldred Special "E"**
**Red Engine Oil Dark Road Oil**
**Paraffine Wax**

All manufactured from Pennsylvania Crude Exclusively

*Ask us for quotations*

**Pennsylvania Oil Products Refining Company**
**Main Office: Warren, Pennsylvania**

MIDLAND

*First, let us urge you to attend the Independent Oil Men's Association Convention in New York City, October 8, 9, 10, 11, 1918.*

And in the meantime, the question of delivery need cause you no worry when you place your "hurry-up" orders with us for

**FUEL OIL**
**GASOLINE**
***OR***
**KEROSENE**

We are not only distributors of petroleum and its products, but producers and refiners as well.

We ship in our own equipment, and can give you quality with quick dependable service.

***We hold our trade by taking care of it***

THE MIDLAND REFINING COMPANY
EL DORADO KANSAS

alls, working shirts, and similar articles that are in constant demand.

According to Mr. Shaffer, the store, with a working capital of $3,000 is now doing a business of about $2,000 a week and is making a margin of profit of about 20 per cent. It pays a substantial dividend every year. The prices at which goods are sold to customers are far below those charged by the storekeepers of Eldorado.

Unlike most cooperative stores elsewhere, the Oil Hill store is able, because of its close relation to the Empire company, to extend two weeks' credit to customers, and it never has to carry a burden of bad accounts. As the customers are all on the Empir pay-rolel, the company paymaster sees that all the grocery bills are paid out of the wages of any customer who quits or is discharged from the company's employ.

Another welfare feature that is carried on by the company is the plan of furnishing medical attendance for its employes. Each employe pays a fee of $1 a month and in return for this is entitled to whatever treatment is needed by himself or the members of his family.

Sports are encouraged among the men and boys. Both Paulson and Oil Hill have baseball diamonds, and at the latter town there is a rather pretentious grandstand erected by the company. Until the drafts made inroads on the younger men of Oil Hill the town had a crack ball team, which played a regular schedule of games, cleaning up the teams from Wichita, Eldorado and other nearby towns, as well as playing against other oil company teams.

## Moves Headquarters

The White Eagle Petroleum Company on September 15th, moved its general offices from Chanute, Kan., to Wichita, and will have headquarters in the Sedgwich building. This move is being made in order that the offices of the company will be near their refinery, at Augusta, Kan., as well as near the Eldorado oil field.

R. R. Irwin, who has been manager of the wholesale sales department for the Sinclair Refining Company, of Chicago, since its organization, will come with the White Eagle Petroleum Company as vice-president and manager. The officers of the White Eagle Company are now as follows: L. L. Marcell, president; R. R. Irwin, vice-president and manager; Milo T. Jones, secretary, and A. N. Allen, treasurer.

After September 15th all of the general business of the company will be handled from their main office in Wichita.

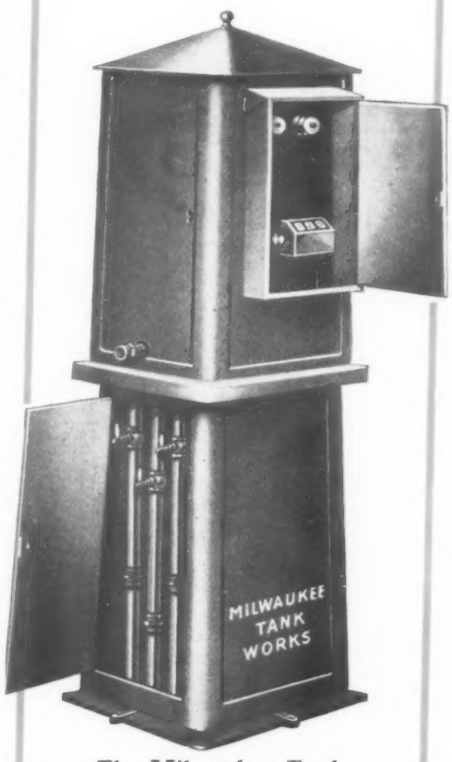
**RANGER, TEXAS, Sept. 12.**—Harry O. Cummins, manager of the branch house of the Bridgeport Machine and Tool Company at Eldorado, Kansas, has been transferred to Ranger, being succeeded at Eldorado by Harry Barr, formerly associated with the oil interests of Al. Derby at Wichita.

**FORT WORTH, Sept. 12.**—Private Lee C. Gillespie, son of J. I. Gillespie, extensive individual operator in the Oklahoma oil fields, was killed recently at Hicks flying field, while cranking an aeroplane. The body was accompanied to the home in Tulsa by his father, who was in Forth Worth.

**Accurate and Rapid Loading of Tank Wagons**

**NO CHANCE FOR DISPUTES WITH THE DRIVER**

Most Oil Jobbers find difficulty in Loading their Tank Wagons without argument with the Driver, as to the Quantity they receive. Charging up the differences to "Shrinkage" is usually the Answer. No one says that Gravity Tanks are even approximately accurate, and the losses are frequently considerable. That is why it is so necessary to have some way to check off with absolute accuracy just the amount of goods loaded into a Tank Wagon.




**The Milwaukee Tank Wagon Loader**

Affords the Solution of the Tank Wagon Problem. It loads wagons at 36 gallons a minute, will handle three different kinds of goods—one right after the other—and your Driver sees exactly what he gets in Exact Gallons in large plain figures on the Discharge Register. One quick turn of the knob on the Register, sets the figures back to zero for the next pumping. If you are looking for a vast improvement at your Tank Stations, then just

***Send for Catalog Today***

**Milwaukee Tank Works**
**MILWAUKEE, WISCONSIN**

# Oil Refiners Litharge

A special, pure litharge, with the proper degree of pulverization and activity.
Stocks carried in all principal centers.
Write for prices and nearest delivery point.

**The Eagle-Picher Lead Company**

208 So. LaSalle St., Chicago — 101 Park Ave., New York
Works: Joplin, Missouri

*Also manufacturers of Eagle Brand, Old Dutch Process Pure White Lead in Oil*

# The Island Petroleum Co.

Refinery: NEVILLE ISLAND Allegheny Co., Pa. — Incorporated 1901 — Offices: PITTSBURGH, PA BALTIMORE, MD.

Producers, Transporters and Refiners of PURE PENNSYLVANIA PETROLEUM and its PRODUCTS

TRADE WINNER BRANDS

Refined especially for Jobbers and compounded if desired

Naphtha, Gasoline, Illuminating, 300 Mineral Seal, Neutral, Auto, Gas, Fuel, Road, Steam Refined and Filtered Cylinder Oils and Wax

Cable Address: ISPECO, BALTIMORE. Codes: A, B, C, 5th Edition, Lieber's and Western Union.

# Roxana Petroleum Company
## OF OKLAHOMA

PRODUCERS-REFINERS-MARKETERS

—OF—

HIGH GRADE PRODUCTS OF UNIFORM QUALITY

— FROM —

# Oklahoma Petroleum

GASOLINES — GAS OILS — KEROSENE DISTILLATES
NAPHTHAS — ILLUMINATING OILS — FUEL OILS

REFINERIES
CUSHING, OKLA. WOOD RIVER, ILL.
(Under Construction)

LOADING RACKS
CUSHING, OKLA. CLEVELAND, OKLA.
RINGLING, OKLA.

GENERAL OFFICE
Mayo Building Tulsa Oklahoma
Cable Address: Roxanaco, Tulsa

GENERAL SALES AND TRAFFIC OFFICES
208 S. La Salle St.
CHICAGO

# FOCO OIL CO.

Producers & Refiners
*of*
FRANKLIN CRUDE
MARKETERS OF ALL
PETROLEUM PRODUCTS

HOME OFFICE
FRANKLIN, PENNA.

BRANCH OFFICES:
Finance Bldg. Kansas City — Daniels Bldg. Tulsa
Continental & Commercial Bank Building Chicago, Ill.

UNIVERSAL PETROLEUM COMPANY
UNIPETCO OILS

Producers
Refiners
Transporters
OF
Petroleum
Products

J. S. MULLEN, *President*
W. J. HERMANN, *Vice-President*
J. P. HARPER, *V. P. & Gen. Mgr.*
L. C. HARPER, *Secy. Treasurer*

General Offices:
Richards Bldg.
Tulsa : Okla.

## Gives U.S. List Of Essential Oil Workers

**Mid-Continent Bureau.**
**TULSA, Sept. 12.**

The Mid-Continent Oil & Gas Association, after its meeting September 6th, regarding steps toward dealing with the labor situation as it revolves upon the operation of the new draft regulations, issued a letter to its members as follows:

"With reference to the new draft law, it seems that the Government intends to act as speedily as possible. The Provost Marshal is determined that all men physically fit from the ages of 19 to 36 go into military service at once, except where such men are shown to be absolutely essential to the industries with which they are connected. It is certain that the new law contemplates broader exemption than the law now in operation.

"The application of single men for exemption will be scrutinized more closely than that of married men

"The new regulations are not yet in the hands of the District Boards. The new questionnaires require an expression from each signer as to whether or not he claims exemption. If exemption is claimed, in the space below on his questionnaire, the employer must certify that he considers the applicant necessary to the conduct of his business. This is all that the District Boards will require. Thus, it is apparent that the employer must take up the matter of claim for exemption with his employes *individually* before the questionnaires are made out.

"It is possible that in addition to this it might not be amiss to file with the District Boards a list of all men considered necessary to the business, together with other facts relative to age, marital condition, dependents and occupation. It is believed that, broadly speaking, clerical help will not be construed as necessary, except, perhaps, the heads of departments who have the responsibility for the work of those under them. It is the purpose of the United States Employment Service to protect you in the service of all men essential to your business. Do not ask exemption for men not strictly necessary to you.

"The District Boards *only* have authority to make such exemptions. In Oklahoma, the Tulsa district contains the following counties, running north and south across the state:

Washington, Rogers, Creek, Murray, Seminole, Jefferson, McLain, Okmulgee, Nowata, Tulsa, Love, Okfuskee, Hughes, Grady, Coal, Stevens and Carter.

"East of this district is the Muskogee district, and west the Oklahoma City district, embracing the remainder of the state on the west side.

"Communications can be addressed to the chairman of the district boards having jurisdiction at these three cities, which three districts cover the entire state.

"Following is a statement of the results of a meeting, held today, at which all branches of the industry were represented. It was determined that persons employed in occupations outlined below were necessary to the conduct of the business involved. This list has been sent to Chairman Neave, of the Man Power Committee of the United States Employment Service, Washington, D. C., for submission by him to his General Classification Committee, which committee, it is assumed, will issue some general in-

RUNYEN'S IMPROVED VALVELESS GREASE CABINET
(Pat. No. 1215313; others pending)

For pumping heavy transmission compounds. Pumps one-fourth pound at each stroke. Capacity 20 lbs. On this model we use a heavier hose and there is no valve to clog up. List $7. Liberal discounts to Jobbers. Order today from

Runyen Manufacturing Co.
40 Market Ave., Grand Rapids, Mich.

Independent Refining Co.
Oil City, Pa.

*Refiners of*
Pure Pennsylvania Crude

Gasoline Kerosene
Fuel Oil Wax
Lubricating Oils

*Of course we will see you at the Independent Oil Men's Association Convention, October 8, 9, 10, 11, 1918, at New York City.*

## PURE, HIGH QUALITY ANIMAL OILS

We specialize in the manufacture of oils that meet exactly the requirements of our customers.

Wilson Animal Oils are better in quality and purer.

Our distributive service—through our branch houses—eliminates delays and long shipments.

If you need a special Tallow, Neatsfoot or Lard Oil, write us and state your requirements. We will gladly prepare samples and submit them with prices.

"This mark WILSON & CO. your guarantee"

*Animal Oils Department*

41st and Ashland Avenue CHICAGO, ILL.

**if**—You want to read the brightest, breeziest, and newsiest little oil magazine that's published, get your name and address on the subscription list of the Waverly Oilman—published monthly, circulation 10,000 copies per month. Sample copy free.

*Published by*

## WAVERLY
### Oil Works Company

Independent Refiners Pittsburgh Established 1880

# FISKE BROS. REFINING CO.

## PIONEER GREASE MANUFACTURERS

ESTABLISHED 1870

SOLUBLE OILS **GREASES** CUTTING COMPOUND

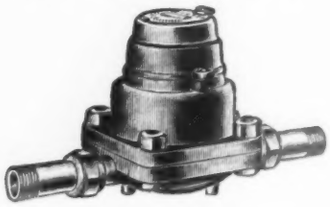
HAVE MATCHES FOR THE NOTED ADVERTISED BRANDS

GENERAL OFFICES:

24 STATE STREET, NEW YORK, N. Y.

TOLEDO, O.—WORKS—NEWARK, N. J.

# NIAGARA OIL METERS



**Interchangeable Parts**

IN case of damage to the meter any part may be easily and cheaply replaced, as all the meters in each size have parts that are interchangeable, and extras are carried in stock at the factory.

This is No. 4 of a series of instructive talks. No. 1—Their Purpose, see page 40 August 28 issue. No. 2—How they Work, see page 64 September 4 issue. No. 3 Materials, see page 40, September 11 issue.

BUFFALO METER CO.
2889 Main Street
BUFFALO : : NEW YORK
*Manufacturers of*
LIQUID METERS EXCLUSIVELY



# MR. OIL JOBBER!

**Make more money by selling**

# Gear Compound

**For Transmission and Differential Gears in Automobiles and Trucks. Also fine for Boxed Gears everywhere.**

**Not an Ordinary Grease or Oil**

**A Real Specialty of Unusual Merit**

**Samples and prices furnished**

***Manufactured for the Jobbing Trade, by***

**The Phoenix Oil Co.**
***"The House of Quality"***
**Cleveland Ohio**


structions to the district boards relative to exemptions in connection with industrial employment.

**Refiners**

Superintendents, stillmen, treaters, pumpers, engineers; electrical-mechanical-cost, boiler firemen, inspectors, wax plant operators, pipe fitters, chemists, boilermakers electricians, car repairers traffic men.

**Pipe Line**

General superintendents, superintendents, field gauge operators, refinery gaugers, station gaugers, master mechanics, machinists, connection foremen, acetylene welders telephone and telegraph line men and superintendents, dispatchers, superintendents of construction, chief engineers, oil dispatchers, tank strappers, tank gauging engineers, boiler makers, divers.

**Producers**

Superintendents—general, field and district, farm bosses, head roustabouts, pumpers, (experienced and competent), casing crew foremen, cleaning out men, head warehousemen, motor truck drivers and teamsters, tool pushers (experienced), civil engineers and oil field draftsmen, geologists.

**Drilling Contractors**

Drillers, tool dressers (experienced and competent).

**Peculiar to Gas Business**

Field foremen, field men (well tenders and testers), line walkers and repairmen, pump station engineers, pump station operators, pressure regulating men, distribution plant managers, meter readers and testers, plant service men, skilled machinists, auto repairmen and other skilled mechanics.

**Rig Builders**

**Tank Builders**—steel and wood.
Offices—heads of departments.

**Casinghead Gasoline**

Superintendents: general and plant, engineers, machinists, loading rack men, meter testers, gas testing superintendents, acetylene welders.

**Supply Men**

Branch store managers, heads of warehouse departments, heads of accounting departments, machine shops, skilled mechanics.

## How Name Was Devised For Veedol Motor Oil

How the name "Veedol" was originated for the Tide Water Oil Company's motor oil is told in an article in Printer's Ink, in which the methods used by manufacturers of high grade products in meeting the competition of cheap and unbranded products are discussed.

When the Tide Water Company had devoloped a scientific lubricant which laboratory tests showed would resist the high heats in a motor car engine, an advertising campaign was scientifically planned.

Departing from the usual practice of using a descriptive name or a name made up from letters in the company's name, it was decided to work out a name that would be attention-compelling and easy to remember. V was chosen for the first letter because of its striking qualities. This were further emphasized by placing the double e after it. D was picked because of its snappy quality to divide the vowel syllables of the word and ol was taken for the ending because it means oil.


THE KANSAS OIL REFINING CO.
KORCO
COFFEYVILLE KANSAS
BETTER QUALITY FOR THE SAME MONEY



# American Oil Works

**Titusville, Pa.**

**Refined Oils**
**Gasolines**
**Cylinder Stocks**

**Pennsylvania Crude**
used exclusively

**We Solicit Your Trade**

# Penn-American Parables

PENN AMERICAN REFINING CO.

REFINERS OF

PENNSYLVANIA PETROLEUM

OIL CITY PA

## The Bunk of Bulk

Bert and Bob are brothers. Bert lives in a thriving Indiana city, while Bob is across the state line in an equally prosperous Ohio center. Both are oil jobbers.

Bob sells three tank cars to Bert's two - but Bert's bank account is growing faster than Bob's.

Strange?

Not a bit of it. Bob sells on PRICE - every sale he gets comes after a long fight and after the profit is sliced to the bone. Bert sells on QUALITY and has an established trade who stick to him. And Bert gets a tangible profit on his two tank cars instead of a paper profit on three.

Bob is wearing his heart out on the business treadmill, while Bert can take a day off whenever he wants it because a business-like young woman in his office can handle repeat orders just as well as Bert himself.

Bulk of business and bulk of profits aren't Siamese twins.

HOME OFFICE OIL CITY PA. REFINERIES OIL CITY AND ROUSEVILLE PA.
ESTABLISHED 1887

**PENN-AMERICAN PENNSYLVANIA PRODUCTS**

**Consumers Refining Co.**
*Producers-Refiners and Marketers of*
GOES FARTHER DEEP-ROCK LASTS LONGER
**Petroleum Products**
Chicago, Illinois
76 West Monroe Street

**American Oil & Tank Line Co.**
*Refiners, Producers and Marketers*
Offices
St. Louis, Mo. St. Paul, Minn.
Refinery
Cleveland, Oklahoma

**Kendall Refining Company**
BRADFORD, PA.
Refiners of
**Pennsylvania Petroleum**
64°-68° Gasoline
150 W. W.
120-122 M. P. White Wax
650° Steam Refined Cylinder Stocks

Welded Steel Tanks for Trucks; Underground Storage, Pressure and all Other Purposes
WELDED STEEL OIL BARRELS
*Write for Catalog and Prices*
**Brown Sheet Iron & Steel Company**
St. Paul, Minnesota

## Mexico Again Postpones Confiscatory Oil Tax

By Special Correspondent.

**WASHINGTON, Sept. 15.**—The supreme court of Mexico has set hearings on the litigation caused by the oil land taxing decree for two months hence, so there will be no enforcement thereof for at least that long. This is the third postponement of the operative date of the decree, which, according to many American oil men, would result in confiscation of the lands they have taken up with a view to development, because in the present unsatisfactory and insufficient transportation situation, the taxes could not be paid and the land would be returned to the Mexican government.

This action by the court makes it unnecessary, for the time being, for either the American or the British government to take any further steps looking to a preservation of the supply of crude needed by them in carrying on the war. The Mexican government knows they will not tolerate what is proposed, whether the proposal is the result of German efforts or not.

## Army Uses 200,000 Gals. Gasoline Day

**WASHINGTON, Sept. 10.** — The American expeditionary forces in France are using approximately 5,500,000 gallons of gasoline a month, or about 200,000 gallons a day, according to figures in the Official Bulletin of the United States, published by the Committee on Public Information.

That the needs of the American army for gasoline are steadily increasing is shown by the announcement in the Official Bulletin that four 55,000 barrel tanks have recently been obtained by the fuel and forage division of the quartermaster corps, with which Lieut. Col. U. G. Lyons is connected, and shipped to France to be added to the storage already in use there.

According to these figures, the amount of gasoline saved by the non-use of automobiles east of the Mississippi on one Sunday, estimated at 5,000,000 gallons, would supply the needs of our army for nearly a month.

## Builds Oil Station On Bubble Of Lava

In building their new substation at Hilo, Hawaiian Islands, the Standard Oil Company was obliged to consider a lava bubble cavity twenty feet in diameter and about eighteen feet deep. On account of the volcanoes of the past, the entire country at this point is lava formation.

Before building, it was necessary to go to the bottom of this hole with concrete to make a solid foundation, and the tanks and building could not be set until a large amount of blasting and leveling was done. All construction material had to be imported.

The main warehouse and office are of concrete and corrugated galvanized iron. The plant has also a garage, drum shed, pump house, and six storage and working tanks for kerosene, gasoline and engine distillate.

Motor trucks, trains and steamers distribute the products to sugar mills, plantations and general merchandise stores.

## Bedford Speaks At Association Meeting

Reports of executive and administra- officers and committees occupied the first day's sessions at the annual meeting of the National Petroleum Association held at the Hotel Traymore, Atlantic City, September 18th and 19th.

The second day was occupied by election of officers and inspirational addresses by Chairman Bedford of the National Petroleum War Service Committee, Oil Administrator Requa and H. L. Doherty, member of the Petroleum War Service Committee.

The program follows:

**Wednesday, September 18th**

FORENOON SESSION—9:30 A. M.

Roll call by Recording Secretary H. G. Eaton.

Opening address by President Samuel Messer.

Reading of minutes by recording secretary.

Report of Treasurer W. A. McCafferty.

Appointment of auditing committee.

Reports of standing committees:

On membership—R. E. Goodwin, chairman.

On legislation—Sheldon Clark, chairman.

On transportation—W. E. MacEwen, chairman.

Appointment of nominating committee of election.

AFTERNOON SESSION—2:00 P. M.

Report of auditing committee.

Report of nominating committee.

Election of three trustees for three years.

Report of Houston Dunn, secretary of the National Petroleum Mutual Fire Insurance Company.

Discussion of same.

Report of F. W. Boltz, traffic manager.

Discussion of same.

Report of Fayette B. Dow, Washington counsel.

Discussion of same.

**Thursday, September 19th**

FORENOON SESSION—9:30 A. M.

Announcement of the election of officers for the year 1918-1919.

Report of C. D. Chamberlin, General counsel.

Discussion of same.

New and unfinished business.

General discussion.

AFTERNOON SESSION—2:00 P. M.

(Inspirational)

Address by Honorable M. L. Requa, Oil Director, United States Fuel Administration.

Address by Mr. A. C. Bedford, Chairman, National Petroleum War Service Committee.

Address by Mr. H. L. Doherty, member National Petroleum War Service Committee.

Adjournment.

---

Thru considerable study and experiment on the subject by Walter Keenan, head of the manufacturing department, the Moore Oil Company, Cincinnati, has developed and is now putting on the market a grease for use on the ways in shipbuilding yards. The grease is said to have been endorsed by prominent shipbuilding corporations in this country and abroad. It is called Moore's Launching Grease.

R. J. BROWN, Pres. J. L. FORCE, Vice-Pres. J. A. JOHANSEN, Treas.

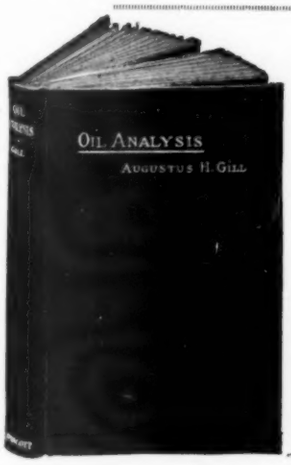
TELEPHONE, OLIVE 531

**R. J. Brown Oil Company**

***Petroleum and its Products***

**608 Fullerton Building**

**Seventh & Pine Streets : : St. Louis, Missouri**




**THE BOOK YOU HAVE BEEN LOOKING FOR**

Here is a book that fills the demand for a concise manual for analysis of oil.

***Oil Analysis*** gives the method of applying the usual physical and chemical tests to mineral, animal and vegetable oils.

Briefly, it is a short-hand book of oil analysis that any oil man can understand, and every oil man should have.

We will be glad to obtain a copy for you at the regular price, $2.50. Carriage charges extra.

**The National Petroleum News**

**Caxton Building Cleveland, Ohio**

# Forestalling Delays

There will be times in the future when inland refineries will be short one or more products.

This will be due to the demands of war.

The oil industry has established a general policy that so far as possible our export war demand will be taken care of from seaboard refineries and the interior needs will be taken care of by inland refineries, thus reducing the haul to the minimum.

Therefore, we ask our regular customers to keep us advised, as far as it is possible, of their requirements.

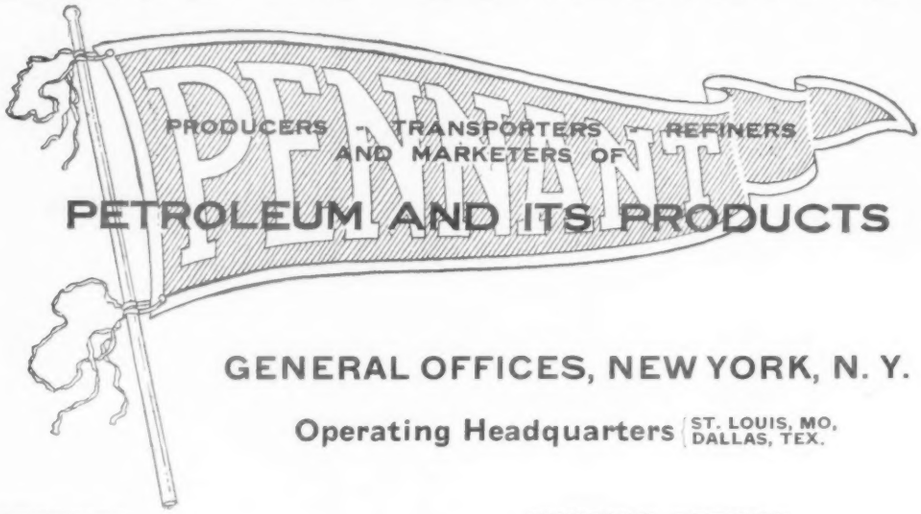
## Indiahoma Refining Company

E. E. SCHOCK, President JAS. J. SCHOCK, Treas.

General Offices: St. Louis, Missouri

Refineries: East St. Louis, Illinois; Okmulgee, Okla.

# PIERCE OIL CORPORATION




PRODUCERS — TRANSPORTERS — REFINERS
AND MARKETERS OF

## PETROLEUM AND ITS PRODUCTS

GENERAL OFFICES, NEW YORK, N. Y.

Operating Headquarters { ST. LOUIS, MO. DALLAS, TEX.

REFINERIES
SAND SPRINGS, OKLA.
FORT WORTH, TEXAS
TEXAS CITY, TEXAS
TAMPICO, MEXICO
VERA CRUZ, MEXICO

DIVISION OFFICES
ST. LOUIS, MO.
OKLAHOMA CITY, OKLA.
DALLAS, TEXAS
HOUSTON, TEXAS
LITTLE ROCK, ARK.
SHREVEPORT, LA.
FORT WORTH, TEXAS
SAN ANTONIO, TEXAS
MEXICO CITY, MEXICO

CODES USED: WESTERN UNION, BENTLY'S AND PRIVATE CABLE ADDRESS: "PERCILO"


See Page 35

# WHAT'S WHAT—IN CHICAGO—WHO'S WHO

## Loan Quota $20,000

The Liberty Loan committee met at the Petroleum Club, September 3rd, to discuss ways and means to handle subscriptions to the fourth loan. It is expected that the quota assigned for the last loan will be doubled, making it $20,000, and each member of the committee was given a list of companies and individuals from whom he is expected to solicit subscriptions. Another meeting of the committee is to be held in two weeks to perfect details of the campaign.

The Western Petroleum Company announces that effective at once it has taken over the sales of the Okmulgee Producing & Refining Company, of Okmulgee, and the Pan-American Refining Company, a subsidiary, of West Tulsa. J. M. Carson, sales manager, has just returned from a two weeks' trip to Tulsa in connection with the closing of arrangements.

A. G. Talbott, formerly Tulsa manager for the Western Petroleum Company, but sent to Waco, Texas, for service with Uncle Sam, has been made a sergeant and recommended for the officers' training school.

The George C. Peterson Company announces that it has appointed a new manager for its Cleveland office in the person of W. S. Gilmore.

Frank Buckle, formerly of the Union Petroleum Company, but who has been spending some time at his home in the east, has been sent for training to a West Virginia camp. He reports having been put thru some strenuous training and that he is "learning how to handle an ax."

J. M. Carson, sales manager, and W. C. Blean, assistant treasurer of the Western Petroleum Company, expect to attend the meeting of the National Petroleum Association, at Atlantic City, September 18 and 19. Mr. Blean is a recent acquisition to the Western company's staff, having formerly been connected with the Continental-Commercial Trust & Savings Bank.

The Hill Petroleum Company, with headquarters at 404 Continental Commercial Bank building, is the latest acquisition to the local oil trade. Ted Hill, formerly for some years western representative of the Stoddard Oil Company, of New York, is the organizer. He will do a general marketing business in oils and gasoline.

A. G. Maguire, director of licenses of the fuel administration, was here September 4th, on his way from Washington to Milwaukee, the trip being made for a respite from his duties and to look into his private business affairs, he having been away for four months. He left Chicago Saturday evening on his return trip.

## Plenty Of Excitement Befalls For Mr. Ebbert

The last ten days have been marked with excitement for R. D. Ebbert, secretary-treasurer of the Jewett & Sowers Oil Company, with offices in the Great Northern building here.

First, Mr. and Mrs. Ebbert were gladdened by the arrival of a baby girl September 1st. Mrs. Ebbert is doing well at a hospital. Mr. Ebbert says he is glad she is at a hospital because—

Mr. Ebbert was awakened at 3 o'clock Monday morning, September 9th, by a shot in his home at 524 1Drexel Avenue. He grabbed his revolver and ran to the front of the house, where he was in time to see the form of a fleeing burglar. Mr. Ebbert fired. Another man fired and the burglar dropped dead. The police had caught two burglars trying to break into the Ebbert home and it was their shots that killed the burglar.

George N. Moore, general manager of the Consumers' Refining Company, and president of the Petroleum Club, returned late last week from an extensive eastern trip.

The board of governors of the Petroleum Club was to meet late this week, at the convenience of President George N. Moore, to decide upon the first fall meeting of the club and the future activities of the organization.

# Warns Bankers Against Giving Recommendations To Stock Peddlers

The danger of bankers, business and professional men giving letters of recommendation to promoters of oil stock companies about the character of which they know little, is shown in the following bulletin, the eighth issued by the National Vigilance Committee of the Associated Advertising Clubs of the World. The bulletin shows how one Oklahoma banker has been indicted by a federal grand jury thru giving a letter of recommendation to the promoters of such a company. The letter was used in the company's advertising to convince the public that the investment they offered was a sound one. The bulletin follows:

"Ellsworth J. Green and his son, E. H. Green, vice president and president, respectively, of the Great Western Guarantee Investment Company of Oklahoma City, have been indicted by a federal grand jury for their promotion of companies under a re-sale agreement, which was described in Oil Bulletin No. 2 of this series.

"They are charged with misuse of the United States mails in the sale of stock in their promotions, of which the oil companies now are in the hands of a receiver.

"Indictments also have been returned against five other persons, charging them with complicity in the scheme of the Greens to defraud.

"Among them is C. H. Everest, president of the Guaranty Bank of Oklahoma City, which was a depository of the Green promotions.

"The indictment of Everest is of particular importance because it involves, among other things, the use in the advertising of the Great Western promotions of letters of recommendation written by him, which were featured by the Greens to sell stock to those who might be influenced by a banker's endorsement of their project.

"This is an illustration of one of the most pernicious forms of advertising used by oil stock promoters.

"It emphasizes the warning that no banker, business or professional man, or public official should allow the use of his name in connection with the advertising of speculative securities.

"Bankers and business men often give letters of recommendation without knowing that they are to be used for advertising purposes. In other cases, the person writing the letter may know that it is to be used to sell stock to the public, but his business relations with the promoter are such that he does not feel that he can afford to refuse his request for such a letter. Bankers frequently take this stand in the case of promoters who are heavy depositors at their banking institutions.

"In the advertising of their Great Western promotions, the Greens took full advantage of letters of recommendation. First, they printed them and then called particular attention to their contents by such statements as the following:

"'Read the letters, they prove our standing.'

"Then to a series of questions which the promoters foresaw would be asked by prospects, they made the following answers in their prospectus:

"'Q. How do you know you have production?

"'Bankers all approve and endorsement on the folder by the Guaranty Bank.

"'Q. How do I know the Great Western Guarantee Investment Company's guarantee is good?

"'A. Notice bankers' endorsement of this organization.'

"Another angle of the Everest indictment is that it is alleged that the Greens presented him with $500 worth of stock in one of their promotions. Later, it is said that they sold this stock for Everest so as to net him $375.

"This did not prevent E. H. Green,

Fuel Oil
Semi-Refined Wax Naphtha
Gasoline 150° Water White
300 Oil Non-Viscous Neutrals
Debloomed and Non-Debloomed Viscous Neutrals
Steam Refined Cylinder Oils
"E" Filtered Cylinder Oils

OHIO VALLEY REFINING CO.
SAINT MARYS : : : : WEST VIRGINIA

Mr. Oil Man—Snow Time is On the Way.
How About This Equipment
H. BOLLWERK & BROTHER
Specialists on HIGH GRADE Tanks, for Power Trucks of riveted or welded construction; also Tank Wagons. Reliable Work only.
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Correspondence Earnestly Solicited.

James B. Berry's Sons Co., Inc.
4th Floor Chambers Bldg.
OIL CITY, PA.
Refined Oils Gasolines Wax
Lubricating Oils White Oils
Petrolatum

president of the Great Western company, from writing to prospective stockholders as follows:

"'Mr. Everest, president of the Guaranty Bank of this city, is one of our best stockholders; * * * Bankers are usually ultra-conservative and seldom buy highly speculative stock. They look at their investment in the * * * * * as being one of the choicest investments they ever had the pleasure of being let in on. We know this to be a fact, as they told us so at no later date than just this morning.'

"When interviewed by a representative of the National Vigilance Committee at his bank, Mr. Everest stated that he considered the re-sale agreement, under which the Great Western promotions were financed, as exceptionally poor business policy, and that he would not loan money on the stock of such companies.

"At the same time his name and that of his bank were being used to sell stock in the Great Western promotions.

"Investigation shows such instances to be common in the stock promotion field. Bankers, business and professional men are all too prone to render special services to a promotion company, receiving in return a block of stock, which is held by them either for the gambling chance it holds, or else they may dispose of it thru the company at a later date for a clear cash profit. Under such circumstances, few promoters hesitate to lead the public to believe that the bankers or business men so involved are bona fide stockholders in the company. They point to the fact that they hold so many shares, but are careful not to disclose the terms of the transaction under which they were obtained.

**Feature Prominent Business Men**

"Another method of the promoter is to sell a form of pre-organization stock to prominent business men for about one-fifth of the price at which it is to be offered to the public. In such cases, the promoter again goes to the prospective buyers of stock and holds out the names of such business men as stockholders in his company.

"The majority of the business men named by Frank Hoopes, of Oklahoma City, in his advertising of the Treasure State Oil Company, secured their stock at a special price. Hoopes then featured them in his advertising as stockholders, but without informing the public at the same time of the real terms under which they had secured their shares.

**Custom Should Be Discontinued**

"For bankers to give letters of recommendation to the promoters of stock companies has developed into a custom. The practice should be discontinued, not only because it is dangerous, but also because the use to which such letters often are put is unfair to the public.

"Business and professional men should not allow the use of their names as bona fide stockholders in companies in which they purchased their holdings as a special price. To do otherwise makes them the tools of those promoters who do not hesitate to inject tricks into their advertising.

"The whole of it is bad business and should stop. Associations of bankers and business and professional men will do their memberhips and the public a real service by seeing that it does stop."

# COSDEN & COMPANY

Tulsa, Oklahoma

*Manufacturers and Distillers of*

## High Grade Gasoline-Naphthas
## Lubricating and Illuminating Oils

*Unexcelled*
*Producing-Refining-Transporting*
*Facilities*

*"as old as the industry"* Since 1862

# CREW LEVICK

Producers · Refiners · Manufacturers · Exporters and Marketers.

# PURE PETROLEUM PRODUCTS

High Grade Lubricants

Water White Oils
Neutral Oils
Naphthas
GAS OILS

¶More and more engineers, superintendents, and purchasing agents specify Crew Levick Lubricants each year.

¶The reason for this is found in the goods themselves. Their source is the proven finest for high-class lubricants; the choicer grades of pure Pennsylvania crude petroleum. Produced by skilled refiners and checked by expert chemists, they cannot help but gratify.

¶Crew Levick Oils and Greases are the dependable results of an experience of over fifty-five years old.

¶Tests in actual practice indicate that they are the most economical for the average plant to use. Because of their inborn quality they last longer and efficient lubrication is maintained at all times. (These products prove particularly economical where conditions are most difficult.)

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"oil that's ideal"

HURRY BACK GASOLINE
LUBRICATING OILS
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ORIENTAL OIL COMPANY
DALLAS, TEXAS

OIL MEN
I. O. M. A.

WE
INVITE
YOU
TO

NEW YORK
OCTOBER
8, 9, 10, 11

OUR OFFICE WILL BE AT
YOUR DISPOSAL DURING
THE CONVENTION

SEABOARD OIL
CORPORATION
11 BROADWAY
NEW YORK CITY

## No High Gravity 'Gas' For Domestic Users

**PITTSBURGH, Sept. 16.**—The Atlantic Refining Company is announcing to its patrons in Pittsburgh that it has taken all its high gravity gasoline off the domestic market to meet government demands, and hereafter it will sell at its filling stations neither 68-70 nor 74-76 gravity stuff. Automobile owners must use the lower grade which in the past has been sold as "motor gasoline."

It is thought likely the other companies marketing in Pittsburgh will follow its example and will sell but one or possibly two grades of gasoline thru their service stations and by tank wagon deliveries. Pittsburgh and other points in Pennsylvania have long been exceptional in that oil companies have marketed three grades of motor fuel there. The carrying of high gravity stuff was started when it was believed this was needed to operate highpowered pleasure cars on the hills, lower gravity stuff being carried principally for trucks, altho many passenger cars have been operating on it in late years.

It is believed most oil companies will be glad of the opportunity thus offered to drop the handling of three grades at their service stations.

## This Year's Drilling Not As Productive As 1917

That the crude situation in the Mid-Continent district is becoming more critical instead of improving is the statement of W. M. Dunham, oil field statistician, the cause for alarm being found in the drop in new production per well, which is sometimes overlooked thru the fact total new production shows an increase because of the large number of wells drilled in rather than because of heavy production of the wells themselves.

For example, average new production for the first four months of this year from wells in Kansas and Oklahoma was 96.91 barrels per well. Average production per well for the second four months ending with August was 83.13 barrels per well. Total new production for the second four months was 305,579 barrels as against 259,618 barrels for the first four months, but that 305,579 barrels came from 3,676 wells, while the 259,618 barrels produced the first four months came from 2,679 wells.

Average new production per well for all wells drilled in Kansas-Oklahoma the first half of 1917 was 80.34 barrels; for the first half of 1918 it was 93.48 barrels, the increase in the six months of this year being due to the good wells brought in in Kansas the first few months of the year. Average new production per well from Oklahoma the first half of this year was 70.28 barrels, the first half of last year 73.12 barrels. Average production per well in Kansas the first six months of 1918 was 126.39 barrels, first six months of 1917, 94.65 barrels.

Figures as to dry holes also tell the story of the failure of the tests drilled in this year to bring forth as much production as during last year's campaigns. In Kansas and Oklahoma there were 1,420 dry holes out of 6,490 tests the first six months of this year, dry holes being 22 per cent of total completions.

DEGRAS

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*General Offices:*
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1633 Lytton Building
Chicago, Illinois

# REFINERY, TANK WAGON MARKETS

## Gasoline Short 3,000 Barrels A Day

THE gasoline situation continues to be the outstanding factor in importance in the oil industry. In fact, through the recently-installed gasolineless Sundays, it has become a national question.

**Daily Deficit 3,000 Barrels.**

Latest information on the subject which comes in the form of information given to Congress by Fuel Administrator Garfield puts the average daily deficit between production and consumption of gasoline at 3,000 barrels a day for the entire year. The daily deficit for April, May and June reached 20,000 barrels. The shortage in eastern territory is deemed so critical that 250 cars of gasoline have been purchased in California, and are moving eastward. In some quarters further restrictions in domestic use are anticipated.

**Refiners Keep Prices Down.**

Definite figures may be interesting but they were not needed by the oil industry to make its members appreciate the situation existing, particularly in eastern territory. That prices at the refinery have not been materially advanced is due to the praiseworthy efforts of the refiners in abiding by Requa's request that they be held at the level prevailing early in the summer.

**Garfield "Statement" Works Harm.**

The situation has been complicated by the statements published broadcast attributed to Fuel Administrator Garfield, that gasoline prices to the consumer were to be reduced. The real truth of the matter is they "may" be reduced at certain points, probably in Atlantic Coast territory, if the study of costs now being made discloses the fact such a readjustment is logical.

## Okla. Refiners Selling Outside Indiana District

**Mid-Continent Bureau, TULSA, Sept. 16.**

Refiners are showing a disposition to sell their products of domestic specifications outside of Standard of Indiana territory, taking advantage of the leeway allowed them as against the more restricted conditions incident to what had been previously termed a "fair price" schedule, others in some instances taking the position that so far the government has not actually set "fair prices," as a result of which there is a disposition toward stiffening quotations on gasoline.

Altho it cannot be said that the market is other than what has been indicated would be considered "fair" quotations, it is certain that with refiners either making or preparing to make their quota of products that will meet export specifications, a tendency is being shown in their domestic turn-out toward eliminating the differential, grade considered, as between the comparative values.

A number of refiners are making far in excess of their quota of products meeting government specifications, both as a patriotic duty and because they feel that the price allowed is more in line with their individual views of what they can do towards getting the price for their refinery runs they consider they should have. In other words, they are satisfied with the export prices as applied to the grades required, but feel that there is not a corresponding advantage to them in running their domestic goods at the quotations referred to as proper for this quality of product.

An apparent scarcity of tank cars is attributed in refinery circles to the movement of export goods to Canada and to the disposition of the sellers to market to longer hauls. The Santa Fe Railroad, it is reported, will use practically all its rolling stock until the situation eases up, providing refiners on that road only with such surplus as there may be, the Santa Fe owning its own tank cars.

All products are scarce and in demand, including distillate, gas oil, etc., fuel in buyers' cars selling as high in some instances as $2, the prevailing market for this oil having been previously $1.95 with isolated sales higher.

The crude oil situation as it affects refinery conditions remains acute, many plants remaining idle and some of the major Independents making plans to obtain a supply from Texas districts. The first tank car shipment of Ranger crude to go elsewhere than to the Texas plants of the Magnolia and the Texas Company, resulted the latter part of last month when the Prairie Oil & Gas Company sent 200 barrels to the Standard of Indiana's Whiting plant, but it is said at least one major Independent is making plans to obtain crude from this district and others are negotiating for oil produced at Burkburnett, particularly plants at Ardmore and in southwestern Oklahoma, looking upon production from the latter pool as advantageous for them to contract.

## Exert Pressure To Keep Gasoline Prices Down

**By Special Correspondent.**

**Pittsburgh, Sept. 16.**—The gasoline situation still remains acute, as it has been the past few weeks, and it is only the efforts of the majority of refiners in the Pennsylvania district that are keeping prices at the refinery down. Most plants are abiding strictly by the request of the Oil Division of the Fuel Administration that prices be maintained at the levels prevailing the early part of the summer. The demand for anything that will serve for motor fuel is such that prices would undoubtedly be materially advanced were the refiners to take their restraining pressure off the situation.

The lack of crude also continues to make itself felt at many plants. Many inquiries for motor fuel are being sent from plant to plant, with but little stuff being secured, as most refiners are sold up to two or three weeks ahead on their output. About all that is available for domestic consumption is the naphthas and 60 gravity gasoline, all lighter stuff practically going to the government. A 60 blend is bringing about the same price as a 60 straight-run product.

The movement of burning oil is rather light, some sales being reported of the 300 grade at 12 cents a gallon, while in the past but few orders have been taken at under 12½ cents.

There is not a great deal of activity in neutrals and cylinder stocks, the market giving evidences of being pretty well supplied for the present at least thru purchasing earlier this season.

There is a noticeable demand for fuel oil from the Pennsylvania district, coming mainly from plants that are unable to use the western product. Many sales are being made at 8¾ cents.

Pennsylvania distributors report the price for water white kerosene in tank wagon deliveries has been equalized for the entire state at 13 cents a gallon, the price prevailing in Pittsburgh.

## Seeks Data Of Shippers To Oppose Consolidation

**By Special Correspondent.**

**CHICAGO, Sept. 16.**—The I. O. M. A., thru Ronan & Frye, its traffic managers, is seeking from all its members particularly interested in shipments of oil products within the state of Illinois, information relative to their present freight charges, which information may be used in opposing the move of the Railroad Administration to consolidate the three freight classifications and the publication of the Disque scale of rates applicable in Illinois.

The amount of the advances the change will impose on Illinois shippers is figured out per cwt. for shipments of various distances, and shippers are asked to figure out on a 30-day period what the advance will amount to in their individual cases.

# Montana Jobbers Fight Unfair Freight Rates

**By Special Correspondent.**

**WASHINGTON, Sept. 15.** — The Montana oil dealers are not going to submit to being required to buy oil from the Standard or its subsidiaries, because railroad rates from Oklahoma refineries are not right, without making still another fight before the Interstate Commerce Commission. Their lawyers, John S. Burchmore and L. F. Moore, have filed a peppery lot of exceptions to a report recently submitted by Attorney Examiner Burnside to the commission for its adoption, the effect of which would be to leave undisturbed the rates from Oklahoma to Montana which are 9, 11 and 15 cents higher than the rates to Montana from Kansas refineries which the Montana people aver are unable to supply them with as much of the refined product as they need.

If the commission adopted Burnside's report, the Montana jobbers would be compelled either to buy from the Standard at prices made by it on the basis of the mal-adjustment of rates from Oklahoma in relation to those from Kansas, or pay the difference between Oklahoma and Kansas rates.

Burchmore and Moore point out that in the Mid-Continent decision the commission said that on long hauls to Denver and Salt Lake there should be no difference in rates from the two competing refinery points. It did not specifically say that the haul to Montana is a long one. Therefore, apparently, the railroads, while obeying the letter of the decision and making no difference in rates from Kansas and Oklahoma to Denver and Salt Lake, decided to leave the Montana rates unchanged.

Now the attorneys say Burnside asks the commission to reward the railroads that failed to observe the spirit of its decision by allowing them to keep the money they collected from the Montana dealers. They point out that when the oil gets to Kansas City it is ready for transportation to either Denver or to Montana points. If the railroad that has brought it to Kansas City carries it to Denver, it gets the same rate, no matter whether it came from a Kansas or an Oklahoma refinery. If it stops at Kansas City, the railroad obtains five cents more for the haul from Oklahoma than from a Kansas refinery. But if the oil is from an Oklahoma refinery and is destined to a point in Montana it gets from 9 to 15 cents more than it would obtain for hauling oil from Kansas, for only a few miles extra haul.

This is in violation of the rule that the longer the haul the lower the rate per ton mile. It is a reversal of the rule.

The lawyers say the "commission should find, in accordance with the record, that the complainants were engaged in the sale of petroleum at Montana points in competition with the Standard and its subsidiaries that drew their supplies from the Casper district and also from Sugar Creek. It should find that the selling price in that territory has been and is fixed by the Standard interests, and the complainants can either meet the prices as thus fixed or lose business; that the complainants have been unable to get anywhere near an adequate supply of oil from Kansas and have been compelled to buy from Oklahoma refineries; that complainants have in all cases paid the freight charges and have not been reimbursed on account of the same by the vendors or any one else; that rates from the Oklahoma refineries to the principal markets are the same as from the Kansas refineries and the price of oil f. o. b. Oklahoma has been the same as quoted by the Kansas refineries."

# Refinery Quotations, All Products

Following are the average market prices on the more important petroleum products in cents per gallon f. o. b. refinery in both Oklahoma and Pennsylvania. These are actual prices at which the bulk of each product is moving from the refineries at the present time. Anyone having knowledge of different prices which have obtained on any considerable quantity of any of the products mentioned will greatly favor us by advising us at once.

Prices effective Sept. 17.

**GASOLINE AND NAPHTHAS**

**Pennsylvania**

| | |
|---|---|
| 54 Naphtha | 19-19¼ |
| 58 Naphtha | 21 |
| 60 Straight-run gasoline | 22-22¼ |
| 62 Straight-run gasoline | 23-23¼ |
| 64 Straight-run gasoline | 24½ |
| 68 Straight-run gasoline | 28¾-29 |
| 60 Blend | 22-22¼ |
| 64 Blend | 22¾-23 |
| 68 Blend | 23½-24 |

**Oklahoma**

| | |
|---|---|
| 50-52, 450 end point | 16-16¼ |
| 52-54, 440 end point | 16½ |
| 54-55, 450 end point | 17⅛ |
| 56-57, 440 end point | 17¼ |
| 58-59, 425 end point | 18½ |
| 60-61, 400 end point | 20-20½ |
| 64-65, 380 end point | 25 |
| 66-67, 350 end point | 27-27½ |
| 80-84 Raw Casinghead | 26 |
| 68-70 Blend | 23½-23¾ |
| 60-62 Blend | 18¼-18⅝ |
| 58-60 Blend | 17¾-18 |

**BURNING OILS**

**Pennsylvania**

| | |
|---|---|
| 47 Water White | 9½-9¾ |
| 48 Water White | 10¼-10¾ |
| 300 Burning Oil | 12-12¼ |

**Oklahoma**

| | |
|---|---|
| 42-43 | 7½ |
| 44-46 | 9¼-9¾ |
| 42-43 Distillate | 7-7¼ |

**NEUTRAL OILS**

**Pennsylvania**

| | |
|---|---|
| 200 Vis. No. 3 Assoc. Filt | 27-27¼ |
| 180 Vis. No. 3 Assoc. Filt | 25-25¼ |
| 150 Vis. No. 3 Assoc. Filt | 22½-23 |

**Oklahoma**

| | |
|---|---|
| 100 Vis. No. 2 Color | 12¼-12½ |
| 200 Vis. No. 3 Color | 21¼-21½ |
| 160 Vis. No. 4 Color | 17¼-18 |
| 200 Vis. No. 4 Color | 19¾-20 |
| 200 Vis. No. 5 Color | 17¾-18 |

**CYLINDER STOCKS**

**Pennsylvania**

| | |
|---|---|
| 600 Steam Refined | 18¼-18½ |
| 650 Steam Refined | 20-20¼ |
| 635 Steam Refined | 19-19¼ |
| 600 Flash | 20½-21 |
| 600 Amber Filtered | 28¾-29 |
| 600 Medium Filtered | nominal 37-38 |

**WAX**

**Pennsylvania**

| | |
|---|---|
| 122-124 White Crude Scale Wax, N. Y., lb. | 9¾-10 |
| 124-126 White Crude Scale Wax, N. Y., lb. | 10-10¼ |

**Oklahoma**

| | |
|---|---|
| 122-124 White Crude Scale Wax | 9½ |

**FUEL OIL**

**Pennsylvania**

| | |
|---|---|
| 38-40 Fuel Oil | 8¾-9 |
| 40-42 Fuel Oil | 8¾-9 |

**Oklahoma**

| | |
|---|---|
| 28-30 Fuel Oil, per bbl., Cleveland delivery | $2.15 |
| 30-32 Fuel Oil, per bbl., Cleveland delivery | $2.25-$2.30 |
| Fuel Oil, buyers' cars, bbl | $1.95 |

# Refiners' and Jobbers' Supplies

Following are the average market prices for the week on the principal materials used by refiners and jobbers, f. o. b. shipping point as effective Sept. 17, 1918.

**Refiners' Supplies**

| | Sept. 17 | Sept. 10 |
|---|---|---|
| Soda Ash | **$3.50 cwt.** | $2.75 cwt. |
| Silicate of Soda | **2.00 cwt.** | 2.00 cwt. |
| Sal Soda | **1.75 cwt.** | 1.75 cwt. |
| Caustic Soda | **5.00 cwt.** | 5.00 cwt. |

**Jobbers' Supplies**

| | | |
|---|---|---|
| Degras oil | **60c gal.** | 60c gal. |
| English degras | **25c lb.** | 25c lb. |
| Domestic degras | **27c lb.** | 27c lb. |
| Chloride of Lime | **2½c lb.** | 2½c lb. |
| Horse oil | **18c lb.** | 18c lb. |
| Lard Oil— | | |
| Ex winter strained | **$1.76 gal.** | $1.77 gal. |
| No. 1 | **1.52 gal.** | 1.52 gal. |
| Extra | **$1.70 gal.** | $1.72 gal. |
| Extra No. 1 | **1.60 gal.** | 1.62 gal. |
| No. 2 Lard | **1.50 gal.** | 1.50 gal. |
| Tallow Oil | **1.67 gal.** | 1.67 gal. |
| Neatsfoot Oil— | | |
| Pure | **$3.07 gal.** | $3.07 gal. |
| Extra | **1.60 gal.** | 1.62 gal. |
| No. 1 | **1.52 gal.** | 1.52 gal. |
| Menhaden fish oil | **1.55 gal.** | 1.45 gal. |
| Whale oil | **1.35 gal.** | 1.35 gal. |
| Soya bean oil | **18½c lb.** | 18½c lb. |
| *Rosin oil, 1st run | **70-75c gal.** | 68c gal. |
| *Rosin oil, 2nd run | **71-76c gal.** | 70c gal. |
| Linseed oil, 1st run | **1.90 gal.** | 1.92 gal. |
| **Turpentine | **61½c gal.** | 61½c. gal. |
| Pine Tar— | | |
| Kiln burnt oil, bbls | **$14.50** | |
| Retort oil, bbls | **$15.50** | |

*F. O. B. barrels, shipping point.

**Savannah, Ga., market.

Norman M. Vaughan, formerly of St. Louis, has recently moved to Oklahoma City, to assume active duties as first vice-president of the Sammies Oil Corporation, of that city. Vaughan has been a resident of St. Louis for many years. He was one of the commissioners from Missouri to the Panama Pacific International Exposition, at San Francisco. He is well-known among the Elks thruout the United States, as editor of the National Elks' Horn. He was the first president of the Missouri Elks' Association.

# Crude Oil Quotations

## Crude Prices

Quoted by the predominating pipe line companies in each field. All prices are at the well in barrels of 42 gallons, Sept. 17, 1918.

### EASTERN FIELDS

**Prices**

| | | Jan. 1, 1918 | Jan. 1, 1917 |
|---|---|---|---|
| Pennsylvania | $4.00 | $3.75 | $2.85 |
| Cavell | 2.77 | 2.73 | 2.22 |
| Wooster, O. | 2.58 | 2.38 | 1.80 |
| Corning | 2.85 | 2.80 | 2.25 |
| North Lima | 2.38 | 2.08 | 1.58 |
| South Lima | 2.38 | 2.08 | 1.58 |
| Indiana | 2.28 | 1.98 | 1.43 |
| Princeton | 2.42 | 2.12 | 1.62 |
| Somerset | 2.60 | 2.55 | 2.05 |
| Ragland | 1.25 | 1.20 | .95 |
| Illinois | 2.42 | 2.12 | 1.62 |
| Plymouth | 2.33 | 2.03 | 1.53 |
| Canadian Petrolia | 2.78 | 2.48 | 1.98 |

### MID-CONTINENT

| | | | |
|---|---|---|---|
| Kans.-Okla. | $2.25 | $2.00 | $1.40 |
| Healdton | 1.45 | 1.20 | .75 |

### TEXAS FIELDS

**North Texas**

| | | Jan. 1, 1918 | Jan. 1, 1917 |
|---|---|---|---|
| Electra | $2.25 | $2.00 | $1.47 |
| Henrietta | 2.25 | 2.00 | 1.40 |
| Corsicana light | 2.25 | 2.00 | 1.40 |
| Corsicana heavy | 1.30 | 1.05 | .75 |
| Strawn | 2.25 | 2.00 | 1.40 |
| Moran | 2.25 | 2.00 | 1.40 |

**Gulf Coast**

| | | | |
|---|---|---|---|
| Spindletop | $1.40 | $1.05 | $ .90 |
| Goose Creek | 1.35 | 1.00 | .... |
| Sour Lake | 1.35 | 1.00 | .90 |
| Humble | 1.35 | 1.00 | .90 |
| Batson | 1.35 | 1.00 | .90 |
| Saratoga | 1.35 | 1.00 | .90 |
| Dayton | 1.35 | 1.00 | .80 |

### LOUISIANA FIELDS

| | | | |
|---|---|---|---|
| Caddo, above 38° | $2.25 | $2.00 | $1.40 |
| Desoto, about 38° | 2.15 | 1.90 | 1.30 |
| Caddo, 35° | 2.15 | 1.90 | 1.30 |
| Caddo, 32° | 2.10 | 1.85 | 1.25 |
| Caddo, crude | 1.25 | 1.00 | .85 |
| Crichton | 1.75 | 1.00 | 1.10 |

**Wyoming**

| | | | |
|---|---|---|---|
| Elk Basin | $1.85 | .... | $1.85 |
| Grass Creek | 1.85 | .... | 1.75 |
| Big Muddy | 1.50 | .... | 1.40 |

### CALIFORNIA

**San Joaquin Valley Fields**

(Kern River, Midway Sunset, McKittrick, Lost Hills-Belridge, Coalinga.)

14 deg. to and including 17.9 deg. ..... $1.23

18 deg. to and including 18.9 deg. ..... 1.24

and for each increase in gravity of one (1) full deg. above 18.0 deg. gravity, to and inclusive of 29.4 deg. gravity, one (1) cent per barrel additional.

25 deg. to and including 25.9 deg ..... $1.32

and for each increase in gravity of one (1) full deg. above 25.0 deg. gravity up to and inclusive of 36.9 deg. gravity, two (2) cents per barrel additional.

37 deg. to and including 37.9 deg. ..... $1.57

and for each increase in gravity of one (1) full deg. above 37.0 deg. gravity, three (3) cents per barrel additional.

**Whittier-Fullerton and Santa Maria Fields**

Crude from these fields is quoted the same as for San Joaquin Valley Fields above, except the lowest gravity crude purchased is 16 degrees.

**Ventura County**

25 deg. to and including 25.9 deg. ..... $1.32

and for each increase in gravity of one (1) full deg. above 25.0 deg. gravity, up to and inclusive of 36.9 deg. gravity, two (2) cents per barrel additional.

37 deg. to and including 37.9 deg. ..... $1.57

and for each increase in gravity of one (1) full deg. above 37.0 deg. gravity three (3) cents per barrel additional.

## Export Market

The following has long been termed the "official" or "New York Produce Exchange export oil market." It is kept in a "private" book for "statistical purposes only." The prices being those of only one company.

Refined oil in bulk, Standard White and Water White at New York and Philadelphia in cents per gallon.

| | S. W. | W. W. |
|---|---|---|
| Sept. 17, 1918 | 8.25 | 9.25 |

# Tank Wagon Markets

**Standard Oil Company's service station and tank wagon quotations on gasoline and tank wagon prices for kerosene in cents per gallon.**

| | Gasoline Tank Wagon Sept. 17 | Gasline Service Station Sept. 17 | Oil Tank Wagon Sept. 17 |
|---|---|---|---|
| **EASTERN POINTS** | | | |
| New York | 24.5 | 26.5 | 11.5 |
| Boston | 25.5 | 27.5 | 12.5 |
| Philadelphia | 25.2 | 28 | 13 |
| Newark, N. J. | 22.5 | 24.5 | 9.5 |
| Buffalo | 23.5 | 25.5 | 12.5 |
| Pittsburgh | 25.2 | 28 | 13 |
| Cleveland | 24.5 | 25.5 | 13.5 |
| **MIDDLE WEST** | | | |
| Chicago | 23 | 23 | 12 |
| St. Louis | 22.4 | 22.4 | 11.4 |
| East St. Louis | 22.5 | 22.5 | 11.5 |
| Omaha, Neb. | 24 | 24 | 12.75 |
| Kansas City | 22.3 | 22.3 | 10.8 |
| Peoria, Ill. | 23 | 23 | 12.5 |
| Detroit | 23.7 | 23.7 | 12.7 |
| Indianapolis | 23 | 24 | 12.5 |
| Minneapolis | 24 | 24 | 12.5 |
| LaCrosse, Wis. | 22.5 | 23.9 | 12.9 |
| Yankton, S. Dak. | 23.3 | 25.3 | 13.8 |
| Sioux City, Ia. | 22.3 | 22.3 | 12 |
| Oklahoma City | 22.5 | 24.5 | 10.5 |
| Bartlesville, Okla. | 21.7 | 21.7 | 10.5 |
| **SOUTHERN POINTS** | | | |
| Louisville, Ky. | 23.5 | 25.5 | 12.5 |
| Atlanta, Ga. | 26.5 | 26.5 | 14 |
| Fort Worth | 24.5 | 25.5 | 14.5 |
| Houston, Texas | 23.5 | 25.5 | 14.5 |
| Galveston, Texas | 24 | 26 | 15 |
| New Orleans | 23 | 24 | 12 |
| Nashville, Tenn. | 23.5 | 23.5 | 13.5 |
| Memphis, Tenn. | 21 | 21 | 12.5 |
| **FAR WEST** | | | |
| Denver | 24 | 26 | 14 |
| San Francisco | 20.5 | 20.5 | 9.5 |
| Los Angeles | 20.5 | 20.5 | 9.5 |

# Prices For Allies

Following are the prices fixed by the allocation committee of the U. S. Fuel Administration for purchases made by agents of the allied governments. The bulletin covers orders placed up to October 31st, for delivery up to November 30th. The prices quoted have no binding force but are intended simply as a guide to allied buying agents.

| | F.O.B. Gulf Ports | F.O.B. Norfolk Baltimore Phila. New York | F.O.B. Kansas Okla. |
|---|---|---|---|
| Fuel Oil ..... British Admiralty Specifications. (Per gallon of 7¼ lbs.) | 5.50c | 7.75c | 5.50c |
| Fuel Oil ..... U. S. Navy Specifications. (Per gallon of 7¼ lbs.) | 5.25c | 7.50c | 5.50c |
| Gas Oil ..... Minimum Grav. 32½ Be.-sulphur not to exceed 0.30%. (Per gallon 7 lbs.) | 5.50c | 7.75c | .... |
| Standard White Kerosene 135 Fire Test—Minimum Grav. 44 Be. (Per gallon of 6½ lbs.) | 7.50c | 8.25c | .... |
| Standard White Kerosene 135 Fire Test—Minimum Grav. 41 Be. (Per gallon of 6½ lbs.) | 7.25c | 8.00c | .... |
| Waterwhite Kerosene .... 150 Fire Test—Minimum Grav. 45½ Be. (Per gallon of 6½ lbs.) | 8.50c | 9.25c | .... |
| Gasoline ..... Motor—U. S. Navy Specifications 428 F.—Final boiling point. (Per gallon of 6 lbs.) | 21.00c | 23.50c | .... |
| Aviation Gasoline (Export) 96% recovered at 302F. (Per gallon of 5¾ lbs.) | 30.00c | 32.00c | .... |
| Mexican Reduced Oil .... 14/16 Be. Grav. for bunker purposes. (Per gallon of 7½ lbs.) | .... | 6.00c | .... |

# Mexico Ties String To Oil Drilling Permits

**WASHINGTON, Sept. 14.**—Another obstacle to the work of American and other foreign oil companies in developing the petroleum resources of Mexico is seen in the order issued under date of July 6th, by the Mexican department of industry, commerce and labor, according to the report of American Ambassador Henry P. Fletcher at Mexico City.

The order provides that inasmuch as many persons and companies to whom permits have been issued to drill wells have not started drilling or have not finished drilling within a "reasonable length of time" it has been decided that in future such permits will be considered as subject to cancellation unless work has been started within six months from the time the permit is granted, or if the work has not been finished within a year.

A period of ninety days is allowed within which permits may be revalidated under certain conditions.

# Producers and Refiners Corporation

## (A) The Men Behind It

You can generally judge the character of a business concern by the men who are responsible for its organization and who stand behind it financially. This is particularly true of an oil company, and had the investing public borne this in mind, many millions of dollars would have been saved in the past few years.

The board of directors of Producers & Refiners Corporation assures conservative, constructive and progressive action. The personnel of the board and those directly in charge of operations are presented here in order that the prospective investor may better judge of the merits of the company and the security issued upon it.

The officers and directors of Producers & Refiners Corporation are:

Frank E. Kistler, President and General Manager.—Denver, Colorado. For many years with the production division of the Texas Company.

W. L. Kistler, Vice President and Manager Oklahoma and Kansas Division.—Tulsa, Oklahoma. For over ten years engaged in refining and producing oil in Oklahoma.

P. J. Quealy, Vice President.—Kemmerer, Wyoming; Vice President and Manager Kemmerer Coal Co., Kemmerer, Wyo. President of First National Bank of Kemmerer; Director of Bankers' Trust Company; also National Copper Bank, Salt Lake City, and Vice President of First National Bank of Rock Springs, Wyo.

W. A. Otis, Vice President and Treasurer.— Colorado Springs, Colo.—Firm of Otis & Company. Members of New York Stock Exchange.

F. D. McCaulley, Secretary.—Denver, Colo.

M. W. Gano.—Denver, Colorado. Director of Denver National Bank, and President The Gano-Downs Company, Denver.

E. P. Shove.—Colorado Springs, Colorado. Secretary and Treasurer Ray Consolidated Copper Co.

C. A. Otis.—Cleveland, Ohio.—Firm of Otis & Company. Members of New York Stock Exchange.

L. L. Marcell.—Chanute, Kansas. Capitalist and oil operator with long and successful experience.

E. M. Bosworth.—Denver, Colorado.—Firm of E. B. Bosworth, Bankers.

Edward Bower.—Cleveland, Ohio.—Firm of Otis & Company.

In the succeeding advertisements we will tell you of the progress Producers & Refiners Corporation has made since its organization March 14, 1917.

We are selling the remaining portion of the preferred stock of this company on a basis of par, $10, and accrued dividend, each share of preferred including one-half share of the common stock, par $10. The preferred is convertible into common stock, par for par, at any time up to June 1st, 1922. After June 1st, 1922, it is to be retired one-tenth annually out of surplus earnings prior to payment of any dividends on the common stock.

If interested now we would be pleased to have you call at our office or write us regarding further details of this stock.

# OTIS & COMPANY

**INVESTMENT BANKERS**

**CLEVELAND**

**Members of New York Stock Exchange**

| | | |
|---|---|---|
| COLUMBUS | YOUNGSTOWN | AKRON |
| DENVER COLORADO | COLO. SPRINGS COLORADO | CASPER WYOMING |


# Oil Not All North Texas Can Produce

**Staff Special.**

**MINERAL WELLS, TEXAS, Sept. 14.**

The development of oil in north central Texas promises among other things to make possible, if not at the time of the forthcoming holidays at least when Christmas comes in future years, the utilization of the vast expanse of "trees" that blankets Palo Pinto county, on the Mineral Wells road from Cisco.

Palo Pinto county in particular, and others of north central Texas to a lesser extent, is covered for miles and miles with small evergreen growth that it has been suggested could supply the needs of the entire country for almost a decade. One has but to pass down the Mineral Wells Road to see miles upon miles of this growth of "Christmas trees," relieved only by hills and outcrops of formation.

Palo Pinto county, which adjoins Stephens to the east and which corners into Eastland south of Strawn development, northeast of Ranger, is coming in for a wide geological investigation looking toward further development.

In fact, there is no county adjoining either Eastland, Stephens, or Palo Pinto in which one or more "wild-cat" tests are not being drilled. After leaving the county seat of Palo Pinto, there is but one stop over a distance of 22 miles to Mineral Wells. This is known as Brad's Store, and the owner thereof, with his family, constitute the only inhabitants.

Almost the entire distance from the town of Palo Pinto to Brad's Store, the country presents the spectacle of a vast "assemblage" of "Christmas trees." Elsewhere along the road, west of Palo Pinto into Stephens county, they are to be found also in greater or lesser abundance. East of Brad's Store, there are fewer to be found, but what one part of this country lacks the observer comes to believe exists in another.

Nine miles west of Mineral Wells, one of the sensations of north central Texas is to be found. It is a 40,000,000 cubic foot gas well drilled by the Empire Gas & Fuel Company on the Chestnut tract, which showed a rock pressure of 1,850 pounds at 4,000 feet.

The wonderful possibilities of gas in this territory, coupled with the promise of a "record play" for production of oil in Eastland and Stephens counties, is calling attention to the possibilities of north central Texas as development goes ahead. The 15,000,000 cubic foot gasser of the Cullinan-Humble Oil Company interests on the Jones tract, west of Ranger, is another example of gas possibilities, this well also making a good flow of oil.

So that between oil and gas production there is going to be, almost every operator who has investigated the field believes, plenty of need in the future for the "Christmas trees;" this in contradistinction to the situation existing over a period of three years or more when drought conditions sent settler after settler out of the country with his family, the agricultural value of this territory having been nullified.

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W. K. Evans, salesmanager for the Commerce Petroleum Company, has been visiting his Chicago office for a week, leaving late last week for Tulsa.

# OIL FINANCE

## Oil Stocks Share In Reaction

OIL shares along with securities of all kinds reacted to a moderate extent the past week, the action of the oil shares being due to the most part, however, to special influences; while the market generally suffered from the announcement as to credit restrictions and the efforts of banking firms to conform to them. A general factor was also the trimming of sales by individuals and institutions preparatory to the forthcoming Liberty Loan.

**Garfield's Statement Brings Selling.**

As pertains to the oil issues exclusively, there was some selling as a result of the statement appearing in the newspapers accredited to Fuel Administrator Garfield that retail gasoline prices were to be reduced. Those in close touch with the oil industry are of the opinion no such action is to be taken, however, especially with the nation confronted with a gasoline shortage.

Nevertheless, many of the Standard Oil issues sold off for the time being, Standard of New Jersey declining 25 points as a result of one day's trading. Declines were more moderate for the majority of shares.

**Galena-Signal Dividend Cut.**

Action of the Galena-Signal Oil Co. in reducing the quarterly dividend was disappointing to stockholders, and the price on its common stock declined. The reduction in the dividend rate was not unexpected, the stock having declined since the issuance of the $6,000,000 new preferred stock.

## Common Dividend Cut Due To Lower Earnings

The Galena-Signal Oil Co. has declared a dividend of $1.50 per share on its common stock, payable Sept. 30, whereas up to the present quarter it has of late years been paying at the rate of 3 per cent quarterly. According to J. French Miller, secretary of the company, the reduction is due to a policy of retrenchment in view of decreased earnings due to rising costs of labor and materials and other factors of operation under war conditions.

Forthcoming dividends apply also on $16,000,000 common stock, the common having been increased from $12,000,000 to $20,000,000 by action of stockholders, of which amount $4,000,000 has been paid in part payment for the capital stock of the American Republic Corporation, whose properties in Texas have been taken over by the Galena-Signal Co.

For the third quarter the regular quarterly dividend of $2 per share has been declared on the preferred stock, which has been increased from $2,000,000 to $8,000,000, $2,000,000 being issued in part payment for new properties and $4,000,000 being offered to stockholders at par.

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Gross earnings of the Pittsburgh Oil & Gas Company in the half year ended June 30th, were $453,652, net earnings after taxes $140,562, dividends $80,000 and surplus $60,562.

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Gas distributing companies of Kansas and Missouri are seeking to establish a rate to consumers of $1 per 1,000 cubic feet, claiming the present 60-cent rate does not allow them a sufficient margin of profit.

## Texas Company Earned At Rate Of $29.75 A Share

Surplus available for dividends of the Texas Company for the year ending June 30th after all charges and taxes was $20,640,991, as against $19,724,526 the year previous. Increased efforts of the company in extending its marketing organization resulted in a gross business for the year of $80,260,633, a remarkable expansion from gross earnings the year previous, which amounted to only $54,339,050. Increased expenses, taxes, much heavier reserves and a greater proportion going into dividends brought down the surplus after dividends to $14,397,241, as against $15,192,026 the year previous.

Balance before dividends was equivalent to $29.75 a share earned on the $69,375,000 capital stock outstanding at present, as against $35.54 a share earned on $55,500,000 capital stock the previous year. Stockholders voted at the June, 1917, meeting to increase capital stock 25 per cent and it was offered to stockholders pro rata at par.

The company deducted a reserve from 1918 earnings of $14,232,411, more than four times the amount laid aside from earnings the year before. This included $5,297,988 added to reserve for sinking fund and depreciation; $1,340,940 for replacement of marine equipment; $7,468,184 added to provision for taxes in addition to taxes paid, and $125,298 added to provision for bad and doubtful accounts.

The great growth of the Texas Company is to be seen in the fact in 1915 it did a gross business of only a little over $26,000,000, which has increased steadily until this year's gross was three times as great. The company has increased its capital stock regularly to give it funds for expansion, at the same time giving valuable rights to stockholders by issuing new stock to them at par while its market value has often been above 200. There have been reports of another increase in the not far distant future.

Income account of the company for the year ended June 30, 1918, and the year previous are as follows:

| | 1918 | 1917 |
|---|---|---|
| Gross earnings... | $80,260,633 | $54,339,050 |
| Exp., tax, etc.... | 45,387,231 | 31,431,126 |
| Net earnings .. | $34,873,402 | $22,907,924 |
| Reserves . ..... | 14,232,411 | 3,183,398 |
| Balance . ..... | $20,640,991 | $19,724,526 |
| Dividends ..... | 6,243,750 | 4,532,500 |
| Surplus . ..... | $14,397,241 | $15,192,026 |
| Prev. surp. ..... | 40,270,188 | 25,078,163 |
| P. & L. surplus | $54,667,429 | $40,270,189 |

The Ohio Fuel Supply Company's net for the year ended April 30 last shows earnings of about $6 per share. In 15 years the company paid 135 per cent in cash dividends on $25 par and 20 per cent in Ohio Fuel Oil stock.

**Houston, Fible & Co.**
MEMBERS
N. Y. STOCK EXCHANGE
CHICAGO BOARD OF TRADE

MAIN OFFICE:
935 Baltimore Avenue
Kansas City, Mo.

BRANCH OFFICE:
305 Boston Avenue
Tulsa, Oklahoma

C. D. Crochett, Manager

**STANDARD OIL ISSUES**

WEEKLY SUMMARY ON STANDARD OIL ISSUES

WILL BE MAILED TO INVESTORS ON REQUEST

CARL H. PFORZHEIMER & CO.
DEALERS IN STANDARD OIL SECURITIES
25 BROAD ST. NEW YORK

## To Form New Company To Handle Oil Properties

The Oklahoma Natural Gas Co., Tulsa, is offering to stockholders at par ($25) $1,356,500 remaining in the treasury of its $10,000,000 authorized common stock. Any unsubscribed portion is to be underwritten, and the proceeds from the sale of the stock will be used to pay off a floating indebtedness of approximately $1,120,000.

According to President G. T. Braden, the company intends to convey its oil leases and interests and its gasoline plants to another corporation to be capitalized at $3,000,000, the capital stock of this corporation to be distributed to Oklahoma Natural Gas Co. stockholders on a pro rata basis.

## Gen'l Petroleum Reports

The balance to surplus of the General Petroleum Co. of California for the year ending June 30 was $2,188,621, as against $2,118,816 for the year ending June 30, 1917. Gross profits were $8,183,106, nearly twice gross earnings for the year before, which were $4,884,889; net was $7,212,295 against $4,278,042 for the 1917 year.

Heavier charges for depreciation; payment of a dividend of 10 per cent on the common stock, which amounted to $1,349,-018, which was omitted during 1917; and putting aside $1,097,520 for federal taxes, brought down the balance for surplus, however, to very nearly the figure for the year before. The company reported a total profit and loss surplus of $4,382,090.

**BOSTON, Sept. 15.**—Twenty-six per cent of the fires resulting from the use of fuel oil burning systems in industrial plants are caused by broken feed pipes, according to the findings of the National Fire Protection Association in the cases of 102 oil fires, as published in the July quarterly of the association.

Of the fires investigated, the number occurring from each cause is given as follows: Broken pipes, 26; broken and defective fittings and valves, 12; carelessness with valves, 11; overheated furnaces, 7; miscellaneous carelessness, 7; defective burners and burner connections, 5; leaking pipes, 5; sparks or flame from furnaces, 5; explosions in furnaces, 4; clogging of pipes and obstruction to burner, 4; oil getting into air pipes, 3; defective or improperly installed tanks, 3; explosions in tanks, 2; oil soot ignited in flue, 1; data lacking, 7.

To keep track of the time a motor truck is traveling and the time it is standing idle is the purpose of an instrument which is being put out by the Service Recorder Company of Cleveland, Ohio.

According to the statement of the company, the instrument is operated by the sidesway of the truck when it is in motion, a pendulum device, equipped with a stylus making a continuous record on a paper disc while the vehicle is in motion and leaving a blank space while it is standing still.

The recorder is designed to be used on wagons and locomotives as well as on motor trucks.

# How Oil Shares Moved Last Week

| | High 1918 | Low 1918 | No. Shares Sold | Price Sept. 7 | Week's High | Week's Low | Price Sept. 13 |
|---|---|---|---|---|---|---|---|
| **NEW YORK STOCK MARKET** | | | | | | | |
| Cal. Petroleum | 21⅜ | 12 | 600 | .... | 19 | 18 | 18¼ |
| Mex. Petroleum | 104½ | 79 | 43,300 | .... | 103¾ | 97¾ | 98⅝ |
| Ohio Cities Gas | 42¾ | 35⅛ | 4,200 | .... | 38⅛ | 37⅛ | 37⅛ |
| Pierce Oil | 18½ | 13 | 2,400 | .... | 15⅞ | 15⅛ | .... |
| Royal Dutch | 117 | 70⅛ | 500 | .... | 100 | 96½ | .... |
| Sinclair Oil Corporation | 39 | 25¼ | 6,300 | .... | 32 | 30¼ | 30½ |
| Texas Co. | 160¾ | 136½ | 8,400 | .... | 157½ | 149½ | 151½ |
| **STANDARD OIL GROUP** | | | | | | | **Bid-Asked** |
| Anglo-American | 17¾ | 11¼ | 200 | .... | 14¾ | 14¼ | 14½-15 |
| Atlantic Refining | 1,018 | 908 | 15 | .... | 930 | 905 | 890-910 |
| Buckeye Pipe Line | 100 | 91 | 5 | .... | 90 | 90 | 87-90 |
| Galena Signal | 145 | 98 | No sales recorded | | ... | ... | 95-105 |
| National Transit | ... | ... | No sales recorded | | ... | ... | 11½-13 |
| Ohio Oil | 365 | 300 | 35 | .... | 300 | 290 | 295 |
| Illinois Pipe Line | 192 | 150 | 50 | .... | 148 | 138 | 140 |
| Prairie Oil & Gas | 526 | 418 | 30 | .... | 490 | 490 | 480-490 |
| Prairie Pipe Line | 279 | 253 | 45 | .... | 255 | 248 | 251 |
| South Penn Oil | 290 | 250 | 12 | .... | 245 | 245 | 235-245 |
| S. O. California | 237 | 210 | 30 | .... | 214 | 208 | 208 |
| S. O. Indiana | 640 | 620 | 37 | .... | 580 | 550 | 550 |
| S. O. New Jersey | 579 | 510 | 185 | .... | 515 | 490 | 490-550 |
| S. O. New York | 285 | 252 | 265 | .... | 259 | 248 | 251 |
| S. O. Ohio | ... | ... | No sales recorded | | ... | ... | 395-410 |
| Vacuum Oil | 357 | 329 | 13 | .... | 325 | 312 | 312 |
| **NEW YORK CURB MARKET** | | | | | | | |
| Cosden & Co. | 8⅜ | 6⅛ | 6,400 | 6⅜ | 6½ | 6 | 6⅛ |
| Cosden pfd. | 3⅞ | 3½ | No sales recorded | | ... | ... | .... |
| Elk Basin Pet. | 7 | 5⅜ | 2,000 | ... | 5½ | 5⅛ | 5⅛ |
| Federal Oil | 4 | 1¾ | 7,800 | 2⅜ | 2½ | 1¾ | 1⅞ |
| Glenrock Oil | 5 | 3¼ | 9,900 | 3½ | 3½ | 2¾ | 3 |
| Houston Oil | 86½ | 39¼ | 3,700 | ... | 77 | 71 | 76 |
| Int. Petroleum | 14¾ | 12¾ | 2,800 | 13¼ | 13⅜ | 13¼ | .... |
| Island Oil & Trans. | 5⅛ | 1¾ | 10,000 | 3¼ | 3⅛ | 3⅛ | 3⅛ |
| Merritt Oil Corp. | 29⅜ | 17½ | 2,800 | ... | 21 | 18½ | 19 |
| Midwest Oil | $1.24 | 87c | 16,900 | ... | 94c | 87c | 88c |
| Midwest Refg. | 120 | 97 | 1,500 | 111½ | 111½ | 106 | 106 |
| Okla. Prod. & Refg. | 8 | 6¼ | 7,000 | 6⅞ | 6⅞ | 6¼ | 6⅜ |
| Okmulgee Refg. | 11¼ | 2⅛ | 26,600 | 2⅛ | 2¼ | 1¾ | 1⅞ |
| Pan-Amer. Pet. Co. | 53½ | 40 | No sales recorded | | ... | ... | .... |
| Sapulpa Refg. | 10¼ | 6½ | 2,100 | 6¾ | 6¾ | 6¼ | 6¼ |
| Sinclair Gulf | 23½ | 15 | No sales recorded | | ... | ... | .... |
| **CLEVELAND STOCK MARKET** | | | | | | | |
| Cities Service | 323½ | 201½ | No sales recorded | | ... | ... | 207½-209½ |
| Cities Service Pfd. | 138 | 65¾ | No sales recorded | | ... | ... | 72-72½ |
| Paragon Refining | 25 | 21¼ | 80 | ... | 23¾ | 23¾ | 23¾ |
| Paragon Pfd. | 98 | 95½ | 9 | ... | 97 | 97 | 95-96 |
| National Refining | 203 | 200 | No sales recorded | | ... | ... | 200 Ask |
| National Refg. Pfd. | 126 | 120 | No sales recorded | | ... | ... | 125 Bid |

## Ohio Rates Low

**COLUMBUS, Sept. 16.**—Premiums required of employers in the petroleum industry for the insurance of employes under the workmen's compensation laws in New York state are nearly three times the amount required by the Ohio Industrial Commission for the same classifications, according to the statemnt of the Ohio Commission just given out as of July 1st.

The premium required for employes in petroleum refineries in Ohio is 90 cents per $100 of payroll, while in New York the premium for the same classification is $2.50 per $100 of payroll. In oil producing, the Ohio premium is $1.90 and that of New York, $6.33. In the classification listed as "oil producing operations," the Ohio premium is $1.70, while that of New York is $3.03.

## Oil Broker Dies

**PITTSBURGH, Sept. 16.**—Samuel Stanhope Pinkerton, for many years active as an oil broker in Oil City and Pittsburgh, died at his home here Wednesday after a protracted illness. He was a Civil War veteran and was a resident of Oil City in the early days of the Petroleum Exchange there. Later he came to Pittsburgh and was a charter member of the Pittsburgh Stock Exchange, which was an outgrowth of the Petroleum Exchange here. Mr. Pinkerton had a wide circle of acquaintances among the older oil and financial men of the district, and his cheerful encouragement to younger men in brokerage offices was of high value to the recipient. He is survived by a daughter and a grandson, Lieut. S. S. Goddard, now in France.

## Enlist Engineers In Move To Conserve Fuel

**NEW YORK, Sept. 16.**—The Oil Trades Association of New York is co-operating with three other bodies in enlisting all stationary and marine engineers operating here in an active organization to conserve fuel, both oil and coal. On September 28th a monster mass meeting will be held at Cooper Union Auditorium, at which government speakers, under the auspices of the Fuel Administration, will tell the men the need for their co-operation in conserving the nation's fuel resources.

The three other organizations are the National Association of Stationary Engineers, Ocean Association of Marine Engineers, and Marine Engineers' Benevolent Association. The move originated with the engineers.

## Wins Commission In Less Than 2 Months

**CHICAGO, Sept. 16.**—Winning a first lientenant's bars within sixty days of his enlistment as a private was the feat of J. L. Collins, son of Lafe Collins, and vice president of the Collins Oil Company, of Knoxville, Ia.

For a long time the desire to get into the fighting game had been gnawing at Mr. Collins, and about the end of June he enlisted. Shortly after this a call went out for men for the fourth officers' training school to be begun at Camp Dodge, Iowa.

Mr. Collins entered the school and by studying nights and working hard all the time, managed to master the science of war to such an extent that he passed his examination and was awarded his commission in less than two months.

## Organize To Fight Aggression In Mexico

**NEW YORK, Sept. 16.**—Oil companies in this country with property interests in Mexican producing fields have organized for the purpose of the protection of their rights there in the face of the Mexican government's confiscatory taxes. The companies, which have held recent meetings here of their representatives familiar with conditions in Mexico, point out that they do not object to the payment of any taxes proposed by the government there, but that the proposed tax laws cut off their rights and virtually confiscate their properties.

Among the oil companies in agreement in the matter are the Mexican Petroleum Company, The Texas Company, Sinclair Gulf Corporation, and the Standard Oil interests. They will take the matter up with the State Department at Washington.

**WASHINGTON, Sept. 16.**—The Senate recently adopted a resolution, offered by Senator Thomas, of Colorado, requesting the President to remove from Washington such organizations as can do their work as efficiently away from as in Washington. The Colorado senator said he believed the President has the power to do that, but he desired the Senate to show him that, when he directed the removal of some bureaus, he would be doing it with its active approval.

Allegheny Steel Tank Car Company
Warren, Pennsylvania

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WAX PLANT EQUIPMENT
*A few of the*
BIG ONES
*Standard Oil Co; Gosden and Co; Gulf Refining Co; Sinclair Refining Co; Milliken Co;*
*Send us your inquiries*
The Carbondale Machine Company, Carbondale, Penna.

# THE OIL INDUSTRY EXCHANGE

**Get the habit of calling this Exchange when there is something you want.**

## *Positions Wanted*

**WANTED.**—Division manager oil corporation would consider change. Been with present company ten years, in charge of all equipment and sales for main and sub-stations. Married, 42 years old, two children. Prefer south or west. What have you. Address, Division Manager, care this paper.

**Sales Manager or Executive Assistant.** Mechanical engineering education; eight years present connection as special representative lubricating department. Will consider change. Address E. R., care this paper.

**Assistant Refinery Superintendent**

open for position; five years experience in manufacture of refined oils, lubricating oils, paraffine wax and asphalt; classification 4-A. Address

**Confidential, 402 Cosden Building, Tulsa**

**Refinery Operating Foreman and Superintendent** desires new connection. Thoroly experienced in all details of manufacture of refined and lubricating oils, cylinder stocks, etc. Address H. F., care this paper.

**THE MILLIKEN CO.,** Arkansas City, Kansas, know the value of classified advertising in THE PETROLEUM NEWS when help of any kind is wanted. This is what they said in their letter of February 13th:

"We secured our present chemist thru answers to our advertisements in THE PETROLEUM NEWS, and also received several answers to our advertisement for a yard superintendent." Signed—The Milliken Co., A. D. Smith, Manager.

If you are in need of a man for any department it will pay you to run a classified advertisement on this page. The cost is only five cents per word, minimum One Dollar ($1.00).

**EXPERIENCED** men desiring positions in any branch of the Petroleum Industry have found the Oil Industry Exchange a good place to register.

## *Situations Open*

**WANTED—Salesmen calling on oil trade, to handle as side line our Indestructible Signs. No investment. Small free samples and literature. Indestructible Sign Co., Columbus, Ohio.**

**WANTED**

Experienced Lubricating Oil Salesman for Western New York.

**Apply X-25 care this paper**

## *Wanted to Buy*

**WANTED**

one or more second-hand gasoline storage tanks of 8,000 to 20,000 gallon capacity. Must be in good condition.

**Marshall Oil Co., Rock Hill, S. C.**

**WANTED**

Good second-hand motor tank truck, 500 to 1000 gallons capacity. Must be in good condition. State price.

**P. T. Dubois, 253 Broadway, New York, N. Y.**

**WANTED**

**Liquid Petrolatum 27/28 Gravity**

We are desirous of purchasing and taking up the sale of Liquid Petrolatum. Write giving details of your output and price.

**Address Petrolatum, Care this paper**

**TAKE A LOOK** thru your plant or out in the yard the next time you are making the rounds and notice the supplies and equipment practically going to waste or rusting out. Did it ever occur to you that a number of readers of THE PETROLEUM NEWS would probably like to take that stuff off your hands at a fair price?

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**TANK CARS TO LEASE**

We have 10 or 15 new 8000 gallon Tank Cars to lease for 6 months or more. Write

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**FOR SALE**

**Second hand eighteen ton Carbondale** Refrigerating Plant with chilling machine. Immediate delivery.

**Address Box 317, care this paper.**

**FOR SALE.**—One new 300-gallon, 3-compartment tank for Ford ton truck. Fully mounted, immediate shipment. Address Ford, care this paper.

FIRST—Get Bulletin 237, or wire
**ZELNICKER IN ST. LOUIS**
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**GET THE HABIT** of reading this paper each week. Good men are telling here their qualifications for various positions. Bargains in plants and plant equipment of all kinds are always to be found here. Buyers for perhaps the very thing you are anxious to dispose of, make known their wants in these columns. Good positions are offered here to men who can qualify.

**WHY NOT** try a want ad for that equipment you need? Perhaps a number of the readers of this paper have just what you want, and will sell at a bargain. Ask them.

**No matter what you "want," whether it is to buy or to sell, to secure a good man or get a better position The Oil Industry Exchange will connect you with the right party at a minimum expense.**

WHAT IT COSTS—For "Help Wanted" or "Position Wanted" advertisements—5 cents per word. Minimum cost, $1.00. "Wanted—to Buy," "For Sale" and miscellaneous classified advertising—8 cents per word. Minimum cost, $2.00. Advertisements run in this column and set in special type or with border—$3.00 per column inch. No extra charge for copies of paper containing advertisements. Copy must reach us not later than Saturday preceding date of issue. All advertisements carried on this page are payable in advance.

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John A. Arnold & Co., Tulsa, Okla.

**ANIMAL OILS.**

W. L. Montgomery & Co., Boston, Mass.
Wilson & Company, Chicago, Ill.

**ATTORNEYS—OIL AND GAS.**

Vinson, Elkins & Wood, Houston, Texas.

**AUTOMOBILES.**

Winton Company, Cleveland, O.

**BANKS.**

Exchange National Bank, Tulsa, Okla.

**BARRELS—STEEL.**

Brown Sheet Iron & Steel Co., St. Paul, Minn.
Butler Mfg. Co., Kansas City, Mo.
Cleveland Steel Barrel Co., Cleveland, O.
Draper Mfg. Co., Cleveland, O.
National Steel Barrel Co., Cleveland, O.
Petroleum Iron Works Co., Sharon, Pa.
S. F. K. Steel Barrel Co., Cleveland, O.
Whitaker-Glessner Co., Portsmouth, O.

**BARRELS—WOOD.**

Wood Barrel Association.

**BARREL TIERING MACHINES.**

Economy Engineering Co., Chicago, Ill.

**CANS—OIL AND GREASE.**

American Can Co., New York.
St. Louis Tin & Sheet Metal Working Co., St. Louis, Mo.

**CHEMICALS, ETC.**

A. S. Barada & Co., Kansas City, Mo.
Clark Co., The Fred G., Cleveland, O.
Boyer Oil Company, New York.

**COOPERSHOP EQUIPMENT.**

Naughton & Weimar, Philadelphia, Pa.

**FAUCETS AND VALVES.**

A. Y. McDonald Mfg. Co., Dubuque, Iowa.
Texas Mfg. Co., Fort Worth, Texas.
A. W. Wheaton Brass Wks., Newark, N. J.

**FENCE—WIRE AND STEEL.**

Cyclone Fence Co., Waukegan, Ill.

**FIRE EXTINGUISHERS.**

Foamite Fire Extinguisher Co., New York.

**FIRE INSURANCE.**

National Petroleum Mutual Fire Insurance Co., Philadelphia.
Squire Company, New York.

**FULLERS' EARTH BURNERS.**

H. G. Brockway Co., Warren, Pa.

**GASOLINE HOSE.**

Metal Hose & Tubing Co., Brooklyn, N. Y.
Milwaukee Tank Works, Milwaukee, Wis.

**GASOLINE, LUBRICANTS, ETC.**

American Oil Corp., Jackson, Mich.
American Oil Wks., Titusville, Pa.
Beaver Refining Co., Pittsburgh, Pa.
Cabin Creek Refinery of Ohio Cities Gas Co., Charleston, W. Va.
Canfield Oil Co., Cleveland, O.
Central Rfg. Co., Lawrenceville, Ill.
Clarendon Rfg. Co., Clarendon, Pa.
Clark Co., The Fred G., Cleveland, O.
Conewango Rfg. Co., Warren, Pa.
Consumers Refining Co., Chicago, Ill.
Continental Refg. Co., Oil City, Pa.
Cosden & Co., Tulsa, Okla.
Crew-Levick Co., Philadelphia, Pa.
Crystal Oil Works, Oil City, Pa.
Elk Refining Co., Charleston, W. Va.
Emery Mfg. Co., Bradford, Pa.
Emlenton Rfg. Co., Emlenton, Pa.
Empire Refineries, Inc., Tulsa, Okla.
Foco Oil Co., Franklin, Pa.
General Refining Co., Tulsa, Okla.
Great Western Oil Co., Cleveland, O.
Gulf Refining Co., Pittsburgh, Pa.
Independent Rfg. Co., Oil City, Pa.
Indiahoma Rfg. Co., St. Louis, Mo.
Indian Refining Co., New York.
International-Ardmore Refg. Division of Ohio Cities Gas Co., Tulsa, Okla.
Island Petroleum Co., Pittsburgh, Pa.
Johnson Oil Rfg. Co., Chicago Hgts., Ill.
Kansas City Rfg. Co., Kansas City, Mo.
Kansas Oil Rfg. Co., Coffeyville, Kans.
Kendall Rfg. Co., Bradford, Pa.
Keystone Oil & Mfg. Co., Chicago, Ill.
Louisiana Oil Rfg. Co., Shreveport, La.
Midco Oil Sales Co., Chicago, Ill.
Midland Rfg. Co., El Dorado, Kans.
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Milliken Co., St. Louis, Mo.
Muskogee Rfg. Co., Muskogee, Okla.
Mutual Refining Co., Warren, Pa.
National Refining Co., Cleveland, O.
Noble Oil & Refg. Co., Houston, Texas.
North American Oil & Refg. Co., Tulsa.
Ohio Cities Gas Co., Columbus, O.
Ohio Valley Rfg. Co., St. Marys, W. Va.
Oklahoma-Kansas Rfg. Co., Tulsa, Okla.
Pan-American Refining Co., Tulsa, Okla.
Penn American Rfg. Co., Oil City, Pa.
Penn. Oil Products Rfg. Co., Eldred, Pa.
Pierce Oil Corp., St. Louis, Mo.
Pittsburgh Oil Refg. Co., Pittsburgh, Pa.
Producers & Refiners Corp., Denver, Colo.
Roxana Petroleum Co., Tulsa, Okla.
Seneca Oil Works, Warren, Pa.
Sinclair Refining Co., Chicago, Ill.
Southern Oil Corp., Tulsa, Okla.
Superior Oil Works, Warren, Pa.
Texas Company, New York.
Tide Water Oil Co., New York.
Union Petroleum Co., Philadelphia, Pa.
United Refining Co., Warren, Pa.
Universal Petroleum Co., Tulsa, Okla.
Wabash Refining Co., Tulsa, Okla.
Waverly Oil Works Co., Pittsburgh, Pa.

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Sur & Jewell, Kansas City, Mo.

**GREASE CABINETS.**

Runyen Mfg. Co., Grand Rapids, Mich.

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Canfield Oil Co., Cleveland, O.
Cataract Refining Co., Buffalo, N. Y.
Fiske Bros. Rfg. Co., New York.
Moore Oil Co., The, Cincinnati, O.
Phoenix Oil Co., Cleveland, O.
Stevens Grease & Oil Co., Cleveland, O.
Union Petroleum Co., Philadelphia, Pa.
Warren Lubricant Co., Buffalo, N. Y.

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Metal Hose & Tubing Co., Brooklyn, N. Y.
Milwaukee Tank Works, Milwaukee, Wis.

**LITHARGE—OIL REFINERS.**

Eagle-Picher Lead Co., Chicago, Ill.

**MAPS—OIL FIELD.**

Innes-Kelly Map Co., Tulsa, Okla.

**METERS—OIL AND GASOLINE.**

Buffalo Meter Co., Buffalo, N. Y.

**MOTOR TRUCKS**

Acme Motor Truck Co., Cadillac, Mich.
H. Bollwerk & Bro., St. Louis, Mo.
Duplex Truck Co., Lansing, Mich.
General Motors Truck Co., Pontiac, Mich.
Gramm-Bernstein M. T. Co., Lima, Ohio.
International Motor Co., New York.
Kissel Motor Car Co., Hartford, Wis.
Pierce-Arrow Motor Car Co., Buffalo.

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Axtell Co., Fort Worth, Texas.
Chaplin-Fulton Mfg. Co., Pittsburgh, Pa.
Myrick Machine Co., Olean, N. Y.
Noble Oil & Refining Co., Houston, Tex.
Oklahoma Tool & Supply Co., Tulsa, Okla.
Texas Mfg. Co., Fort Worth, Texas.

**PAINTS, ROOF COATING, ETC.**

Eagle Paint & Var. Co., Pittsburgh, Pa.
Gibson-Homans Co., Cleveland, O.
Suydam Co., M. B., Pittsburgh, Pa.

**PETROLEUM PRODUCTS.**

American Oil Corp., Jackson, Mich.
American Oil & Tank Line Co., St. Louis.
American Petroleum Products Co., Cleveland, O.
Anderson & Gustafson, Chicago, Ill.
James B. Berry's Sons Co., Oil City, Pa.
Black Hawk Petroleum Co., Tulsa, Okla.
Brown Oil Co., R. J., St. Louis, Mo.
J. F. Campion, Tulsa, Okla.
Foco Oil Co., Franklin, Pa.
J. C. Francesconi & Co., New York.
Kyoleum Company, St. Louis, Mo.
Lakeside Petroleum Co., Chicago, Ill.
Mutual Oil Co., Kansas City, Mo.
Midco Oil Sales Co., Chicago, Ill.
Oriental Oil Co., Dallas, Texas.
Riverside Oil Co., Pittsburgh, Pa.
Seaboard Oil Corp., New York, N. Y.
Sloan & Zook, Bradford, Pa.
Smiley Petroleum Co., Kansas City.
Stoddard Oil Company, New York.
Sunland Oil Co., Tulsa, Okla.
Warren Oil Co., Warren, Pa.
Western Petroleum Co., Chicago, Ill.

**PIPE AND CASING.**

Texas Mfg. Co., Fort Worth, Texas.
W. A. Zelnicker Supply Co., St. Louis, Mo.

**PUMPS—AIR SERVICE.**

Curtis Pneumatic Mach. Co., St. Louis.

**PUMPS—FILLING STATION.**

Butler Mfg. Co., Kansas City, Mo.
S. F. Bowser & Co., Ft. Wayne, Ind.
Milwaukee Tank Wks., Milwaukee, Wis.

**PUMPS—OIL AND GASOLINE.**

American Steam Pump Co., Battle Creek, Mich.
S. F. Bowser & Co., Ft. Wayne, Ind.
Butler Mfg. Co., Kansas City, Mo.
Fairbanks-Morse & Co., Chicago, Ill.
Goulds Mfg. Co., Seneca Falls, N. Y.
Harris Pump & Mach. Co., Pittsburgh, Pa.
A. Y. McDonald Mfg. Co., Dubuque, Iowa.
Milwaukee Tank Works, Milwaukee, Wis.
Nat'l Transit Pump & Mach. Co., Oil City, Pa.
Texas Mfg. Co., Fort Worth, Texas.

**RACKS—STEEL STORAGE.**
Economy Engineering Co., Chicago, Ill.

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Carbondale Machine Co., Carbondale, Pa.
Henry Vogt Machine Co., Louisville, Ky.

**SECURITIES—OIL.**
Houston-Fible Co., Kansas City, Mo.
Otis & Co., Cleveland, O.
C. H. Pforzheimer, New York, N. Y.

**SOLUBLE OIL BASE.**
American Oil Corp., Jackson, Mich.
Metalene Chemical Co., Cleveland, O.
Moore Oil Co., Cincinnati, O.
National Oil Products Co., Harrison, N. J.

**TANK CARS.**
Alleghany Tank Car Company.
General-American Tank Car Corp., Chicago, Ill.
North American Car Co., Chicago, Ill.
Pennsylvania Tank Car Co., Sharon, Pa.
Standard Car Const. Co., St. Louis.
W. A. Zelnicker Supply Co., St. Louis, Mo.

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H. Bollwerk & Bro., St. Louis, Mo.
Brown Sheet Iron & Steel Co., St. Paul, Minn.
Butler Mfg. Co., Kansas City, Mo.
Petroleum Iron Wks. Co., Sharon, Pa.
Standard Boiler & Plate Iron Co., Niles, Ohio.
Warren City Tank & Boiler Co., Warren, Ohio.

**TANK WAGONS.**
H. Bollwerk & Bro., St. Louis, Mo.
Butler Mfg. Co., Kansas City, Mo.
Davis Welding & Mfg. Co., Cincinnati, O.

**TESTING INSTRUMENTS.**
Taylor Instrument Cos., Rochester, N. Y.

**TIRES—AUTO AND TRUCK.**
Mid-Continent Tire Mfg. Co., Wichita, Kansas.

**UNDERGROUND STORAGE TANKS.**
H. Bollwerk & Bro., St. Louis, Mo.

**WAX PLANT EQUIPMENT.**
Carbondale Machine Co., Carbondale, Pa.
Henry Vogt Machine Co., Louisville, Ky.

**WELDED WAGON AND TRUCK TANKS.**
Brown Sheet Iron & Steel Co., St. Paul, Minn.
Butler Mfg. Co., Kansas City, Mo.
Davis Welding & Mfg. Co., Cincinnati, O.

**WIRE FENCE.**
Cyclone Fence Co., Waukegan, Ill.

## Would Stop Waste of Gasoline in British Army

**LONDON, Sept. 14.**—At a recent meeting of the Harrow Urban Council the chairman spoke of the waste of petrol in the army, referring to the army men using petrol for washing their hands and for other unnecessary purposes. Mr. H. J. Strickland said he had heard that aeroplanes were not allowed to be placed in their hangers until every drop of petrol was drained out of their tanks, the petrol being allowed to run on the ground.

It is announced that a committee has been appointed to inquire into the consumption of petrol by the departmental vehicles of the war office, the admiralty, the air ministry and the ministry of munitions. As these departments draw their petrol supplies either from admiralty or army stocks, the petrol control committee has no control over them. It controls the supply

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